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OCTOBER 1950

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Connecticut INDUSTRY

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.
VOL. 28 - NO. 10 - OCTOBER 1950

L. M. BINGHAM, Editor

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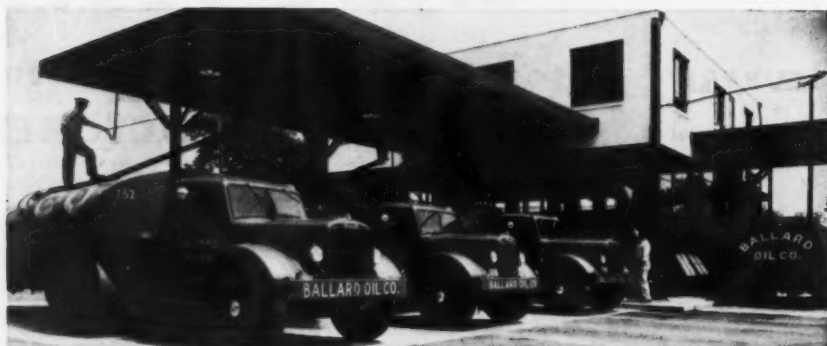
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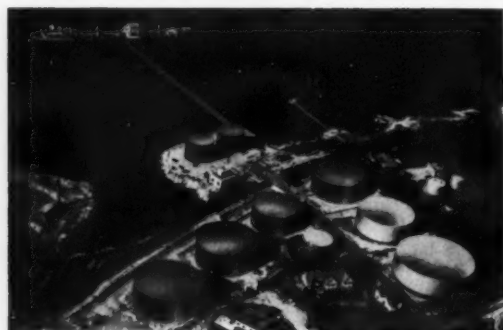
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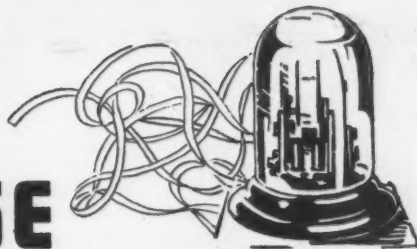
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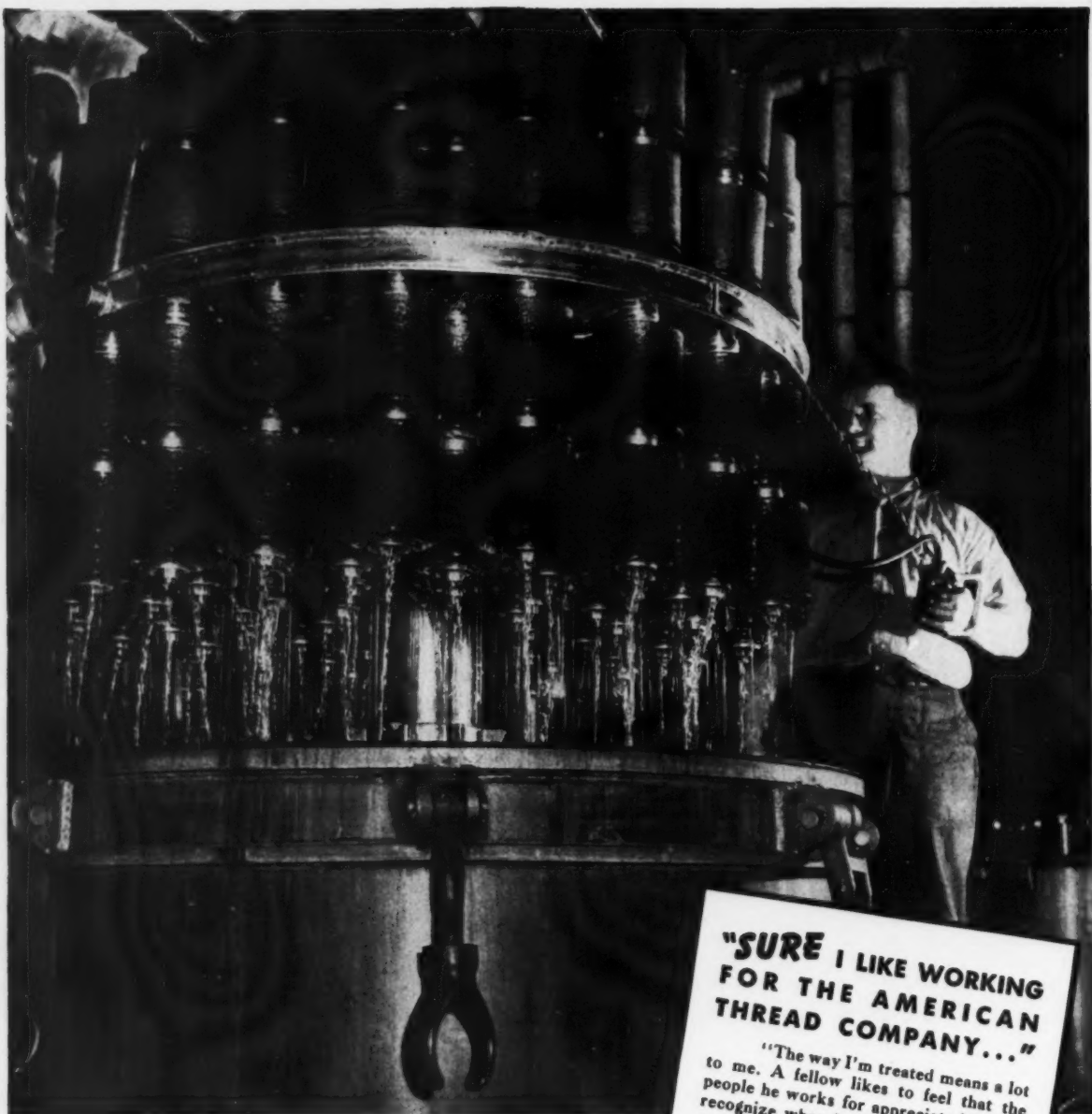
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This package dyeing machine is typical of the modern equipment used throughout The American Thread Company mills at Willimantic, Connecticut. Machines such as these and people who know and like their jobs help maintain a high level of quality in products of The American Thread Company.



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Victor Turcotte

Yes, Your One Vote Counts

By NORRIS W. FORD, *Executive Vice President,*
Manufacturers' Association of Connecticut, Inc.

FREQUENTLY party workers hear voters say: "I may be out of the state on election day. Anyway, my vote won't count for enough to make any difference in the final result."

The facts disprove this brand of reasoning, for one vote has changed the outcome of many elections in this country. Let us look at only a few of many instances which demonstrate how one vote may change the course of local, state, or even international events.

Early in our history Thomas Jefferson was elected president by only one electoral vote. Only one such vote put John Quincy Adams in the president's chair. Rutherford B. Hayes also won the presidency by only one vote. Because his election was contested it was referred to an electoral commission, which gave him a majority of only one vote.

The value of one vote is most strikingly demonstrated by two important actions. First, the man who cast the deciding electoral commission vote for President Hayes was a Congressman from Indiana who also was elected to Congress by one vote. Second, the man who cast the winning vote for the Indiana Congressman was one of his clients who, though seriously ill, insisted upon being taken to the polls to vote.

Other dramatic examples of the value of one vote include the outcome of the voting on admitting the territories of California, Idaho, Oregon, Texas and Washington as states. In each case, these states were admitted by only one vote, thus making the millions of people in those states American citizens by only one vote.

The importance of one vote is not confined to the earlier days of our country. Its value has been demonstrated in more recent years. For instance, the Draft Act of World War II was passed by only one vote. One more Democratic vote in each of Ohio's 8800 precincts would have defeated Mr. Taft for Senator in 1944. And in 1948 one more Republican vote in each of the 8800 Ohio precincts would have carried the state for Dewey instead of Truman. In 1948, only five more Republican votes from each of approximately 475 voting districts in Connecticut, or 15 more from each of the 169 towns,

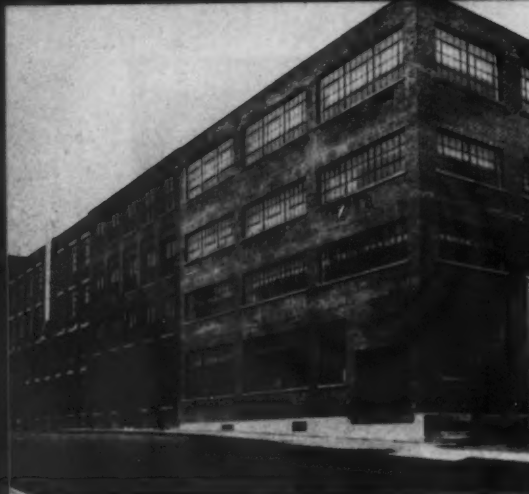
would have defeated Mr. Bowles and won a second term as Governor for Mr. Shannon.

In all elections your one vote counts. It will have its effect upon what happens in your town, your state and nation, and even upon international affairs. In the forthcoming election, one of the most important in our history, registering and voting is vitally important to the welfare of your state and nation. You and other voters will be choosing 435 Congressmen, 36 senators and 35 governors, as well as hundreds of lesser officials.

That businessmen are not tending to their all-important civic business as voters and political workers has been recently demonstrated by the startling results of a poll of Colorado businessmen. The answers to this questionnaire poll, taken by the Colorado Trade Executives Institute, reveal that 859, or more than one-third of the 2,314 businessmen replying, had failed to register to vote this fall, and that 513, or 41% were unaffiliated with any party and therefore could have no voice in the selection of candidates. In contrast with this appalling revelation of neglect by businessmen, organized labor in Colorado has nearly 80% of its membership registered and affiliated, and practically 100% of the old age pensioners are registered, affiliated and active.

If such a flagrant demonstration of irresponsibility toward their sacred duty and privilege to register, affiliate, work for a party and vote, is applicable to any comparable degree in Connecticut and other areas of the country, it is little wonder that there has been a consistent trend toward more and more government controls.

Your country's business is your business. Why not tend to it by casting that one important vote you have as an American citizen for the party, or the candidates, you believe will best serve the long-range interests of the people of Connecticut and the nation. This is one job you, as businessmen cannot delegate. If you cannot be in your voting district on election day, arrange to cast an absentee ballot. It is not only your duty, but your privilege as a citizen of one of the few countries in the world where free elections are permitted, to see that your one vote counts in shaping the future of Connecticut and the United States.



THE MODERN factory and home office of The Sheffield Tube Corp. (Center) This brick factory was erected adjacent to the original laboratory. (Bottom) Dr. Sheffield's Creme Dentifrice was first manufactured in this gabled frame laboratory in New London.



A Packaging Industry

THAT SPROUTED IN A DENTIST'S OFFICE

THE medicine cabinets of practically every home in the land contain toothpaste, ointment, shaving cream, and similar items packaged in collapsible tubes made by a pioneer Connecticut firm—The Sheffield Tube Corporation of New London.

Now in its 100th business year, the firm is an excellent example of how a New England enterprise has been made to flourish and become known over the globe.

The factory and home office of the present-day Sheffield organization is at 170 Broad Street, New London, Connecticut. In addition, the concern maintains a sales and export office in New York City, a warehouse and sales offices in Chicago and west coast sales offices in Los Angeles. Approximately five hundred are employed in the New London establishment alone.

The Sheffield Tube Corporation is one of the oldest and largest of the col-

lapsible tube industry. Its output in both manufacturing production and consumption of raw materials, makes a very substantial contribution to the totals of an industry which produces over six million gross of tubes annually, and ranks second only to the automobile industry as consumers of tin.

The Collapsible Tube—A Versatile Package

In general, there are four kinds of collapsible tubes in use: (1) those made from pure tin; (2) those with lead alloy, and coated inside and out with pure tin; (3) those made of lead alloyed with other metals; (4) those made from aluminum.

The collapsible tube is becoming an increasingly versatile package by virtue of constant industry research, in which Sheffield Tube has taken an important part. In addition to the more commonly known applications such as tube con-

tainers for toothpaste, shaving creams, cosmetics, medicinal ointments and jellies, cements, adhesives, polishes, greases, paints, inks and so on—there has been a recent trend towards new uses in the food and other fields.

Within the past two years, for example, Sheffield has produced one tube suitable for honey, another for cake icings. Food spreads, peanut butter, cheeses, fish pastes are other instances of new food uses for the convenient collapsible tube.

In the field of plastics, Sheffield was first to package the plastic bubble—a novelty item for the small fry which Life Magazine was quick to publicize a few years ago.

Tube-packaging research for virtually every other possible field goes forward, and each year will see interesting new uses for collapsible tubes as a result.

Sheffield's reputation for leadership

and "firsts" in its industry dates from early in company history. That history, incidentally, is a fascinating one—reading like a story-book version of success from the beginning.

The Company Story

The company was founded in 1850 by Dr. Washington Wentworth Sheffield, a prominent dental surgeon and chemist of New London. It was he who conceived the idea in conjunction with his dental practice of supplying his patients with a much-needed dental cream for home use. He originated Dr. Sheffield's Creme Dentifrice, a formula that was manufactured in a small laboratory at 170 Broad Street—an address now the actual site of today's modern Sheffield factory.

Dr. W. W. Sheffield's son, Dr. Lucius Tracy Sheffield, following years of study in Paris, France, where he observed the use of collapsible tubes for various food products, paints and inks, originated the idea of putting his father's jar-packaged dentifrice in collapsible tubes. This was the first toothpaste in tubes. The only competing dentifrice products at that time, in 1892, were Hall & Ruckel's Liquid Sozodont, and Dr. Lyon's Tooth Powder.

The immediate acceptance of the Creme Dentifrice in tubes led to the establishment of world distribution through a New York sales agency. This agency through association of Dr. Sheffield with Sir Thomas Beecham, distributed the original tube-packaged Creme Dentifrice in foreign markets under the label of Beecham's Tooth Paste, and in conjunction with distribution of Beecham's Pills and Pear's Soap. Beecham's Tooth Paste was thus the first package under buyer's label created by the Sheffields.

With the success of the dentifrice in tubes, the founder's grandsons, L. Tracy Sheffield and W. Kyle Sheffield, took charge of the company between 1906 and 1908. During this period the opportune time presented itself to offer tubes to other customers. The first outside customer was none other than Mr. V. C. Daggett, of Daggett & Ramsdell. The product was "Perfect Cold Cream" and it was the first instance of a cosmetic to be packaged in collapsible tubes.

Rounding out the century of "firsts" for Sheffield was the 1947 development of a tube with suitable internal liners for the much-publicized ammoniated dentifrices. Other examples of the firm's forward-looking tradition were firsts in development of tubes for cream mascara and cream shampoos.



QUALITY CONTROL at Sheffield starts with analysis of the metals themselves. Chemist Frances Jenckes is conducting a test in the factory laboratory.



STRIPS OF TIN are blanked out into slugs at the New London Sheffield plant, preparatory to extrusion operations in the manufacture of collapsible tubes.



THIS EXTRUDING MACHINE is being adjusted. The shaping die above the operator's right hand operates under many-tonned pressures to extrude tin slugs into thin seamless tubes in just one stroke.



TUBES ARE THREADED for caps, sized for mouth opening, and trimmed by this multiple operation machine.



COLORED LITHOGRAPHIC DESIGNS are applied to a run of coated tubes. (Right) The finished tubes may be filled at the factory for Sheffield customers, or at the customer's own plant. Photo shows filling operations at the Rexall Drug Company's Boston plant.

The solid and steady growth of this pioneering Connecticut firm has expanded to the point where today they offer the most complete service in the industry—tube manufacture, tube design, supply of matching tube cartons, tube filling, packing and shipment of the filled and cartoned tubes direct to market.

The continuity of management experience, the company's own development of specially made equipment, and the skill of key craftsmen who have grown up with the business, are major reasons why Sheffield tubes are judged as top-quality in the trades.

From Hand Operated to Automatic Machinery

From comparatively simple, largely hand-operated machines, the manufacturing processing of the Sheffield collapsible tube of today has grown into a complex and exacting enterprise. "Pigs" of metal are melted and molded into slabs, flattened into strips and stamped into slugs. These are fed into huge extruding machines with a seamless tube open at one end and with a shoulder and neck at the other. The trimming, neck-threading and sizing of the mouth-opening are done in one multiple-operation finishing machine.

Sheffield Tubes are especially noted for crisp, clean quality of their color printing. A thin base coat of enamel is first applied, and then the ink designs and decorations are imprinted. As many as four colors may be imprinted in one operation. To closely examine



THE CAPPING OF TUBES is one of the few hand operations existing in today's streamlined Sheffield plant.

one of these tubes is to pay tribute to the skill of Sheffield manufacture. Even the most intricate designs on Sheffield tubes are outstanding for the sharp lettering and beautiful color-fast lithography.

Another sidelight of note at the Sheffield plant is the painstaking care given to inspection. Developing as the company has from the very infancy of the collapsible tube industry in the United States, the management was early impressed with the importance of producing a complaint-free container. The best of metals and workmanship result in tough, reliable tubes. But in addition to

their reliability as a convenient safe container, there must be a high degree of uniformity. This qualification is of utmost importance to the tube customer who fills Sheffield tubes with his own product. Consequently, careful inspection is a kind of second religion at Sheffield. And, as a result, Sheffield has for years been the sole supplier of tubes for hundreds of famous firms in the drug and cosmetic fields whose quality-control standards are of the very highest.

(Continued on page 29)



SHIPMENT DIRECT TO MARKET of the finished and filled tubes, packed first in individual cartons and then in corrugated shipping cartons, is part of Sheffield's complete service to its customers.



THE UNITED AIRCRAFT CORPORATION as it looks from the air.

THE FORWARD MARCH OF Pratt & Whitney Aircraft

PRATT & WHITNEY AIRCRAFT is beginning its second quarter century of aircraft powerplant production with its major development effort concentrated on gas turbines.

The 25th anniversary of the founding of Pratt & Whitney Aircraft on August 2, 1925 found the company, now the largest division of United Aircraft Corporation, devoting more than 25 per cent of its East Hartford, Conn., factory to turbojet production. Now in production are two models of Turbo-Wasps (J-42 and J-48) for U. S. Air Force and Navy fighters. Both of these centrifugal flow turbojets were developed and put into production with the assistance of Rolls-Royce Ltd. of England. In addition Pratt & Whitney's own axial flow gas turbine development program aimed at considerably higher powers than the centrifugal types has passed important milestones under Air Force and Navy contracts. Both a turbo-prop and a turbojet of Pratt & Whitney's own design have reached an advanced stage of development. To speed Pratt & Whitney's gas turbine program, the extensive development facilities of the Andrew Willgoos turbine laboratory went into full scale operation during the summer of 1950. The labo-

ratory is named after Andrew Van Dean Willgoos, Pratt & Whitney Aircraft's chief engineer for 24 years and one of the key figures in development of its long line of radial, air-cooled piston engines. The Willgoos laboratory is the largest and most complete privately owned jet development facility in the world.

All of this is a far cry from the modest beginning of Pratt & Whitney Aircraft when it was founded by Frederick B. Rentschler on August 2, 1925 with 20 employees in a small, red brick factory building that still stands in Hartford. In 1925 Pratt & Whitney Aircraft's goal was the design and production of a radial, air cooled engine that could deliver 400 horsepower with an overall weight of not more than 650 pounds. This was the original Wasp. Today the Wasp is still in production although many years of development have raised its rating to 600 horsepower. With its sister engine the 525 horsepower Hornet developed in 1926, it powered all of the combat aircraft aboard the Navy's first large carriers the Lexington and Saratoga. It was with these two carriers and their planes that the concept of the fast carrier task force developed under the leadership of Ad-

miral Joseph M. Reeves. For many years the Wasp was standard power for virtually all Army Air Corps first line fighters. In 1927 the Wasp blazed a commercial trail across the United States in the Boeing 40-B biplane transport that flew the first really profitable and reliable air transport operation in this country for Boeing Air Transport Company the forerunner of United Air Lines. During the war the Wasp powered most of the advanced military trainers and now after 25 years is still in substantial use in light transports and military helicopters.

Pratt & Whitney Aircraft engines went on to help pioneer the transatlantic and transpacific air routes in the Sikorsky and Martin Clippers flown by Pan American Airways. They also powered the early Air Corps ventures in heavy bombers and began the trend that eventually produced the Boeing B-50 Superfortress and the Convair B-36 backbone of the postwar Strategic Air Command and both Pratt & Whitney powered.

During its first quarter century Pratt & Whitney carried its piston engine development on through its twin-row engines to the four-row, 28 cylinder Wasp Major that is now in service with



DEDICATION OF THE WILLGOOS LABORATORY. (Left to right) F. B. Rentschler, chairman, United Aircraft Corporation; Mrs. Andrew Willgoos; Leonard S. Hobbs, vice president for engineering; and H. Mansfield Horner, president of the corporation.

a rating of 3,500 horsepower, just a shade short of 12 times the power of the original Wasp. Wasp Major development is still under way. One experimental model utilizing exhaust heat for additional power passed a military 150-hour qualification rating at 4,000 horsepower plus several hundred pounds jet thrust. More than 5,000 Wasp Majors have been produced since the end of the war and they are now in service on the B-36 and B-50; the Boeing C-97A and Stratocruiser; the Douglas Globemaster transports (C-74 and C-124A); the Martin Mauler and Mercator, both Navy bombers; the Fairchild Packet series and the French Armangac transport.

During its 25 years of piston engine development Pratt & Whitney Aircraft engineers have made many notable contributions to the art including the only successful four-row air cooled configuration; the lead-silver-indium bearing; and the first use of water injection on production aircraft engines. During the war Pratt & Whitney and its licensees built the half horsepower used in all the United States military planes.

With the end of the war in 1945 Pratt & Whitney found itself in a difficult position. Gas turbine development which began on a significant scale during 1941 had shown sufficient promise to emerge as a major competitor in aircraft powerplants. Although Pratt & Whitney had begun its active studies of gas turbines in 1940 and started design

of a propeller turbine known as the PT-1 during the next year, it was directed to concentrate its entire war effort on maximum development and production of its well-proved piston types. The exploration of the new gas turbine field in the United States was given to firms who had previous experience in steam turbines and who were not so heavily committed to huge production programs. There was no quarrel with this government decision. It was the only manner in which the twin demands for spectacular piston engine production and thorough exploration of gas turbines could be reasonably met.

Nevertheless Pratt & Whitney Aircraft emerged on V-J day without any immediate possibilities in the new gas turbine field and facing competitors who already had from three to five years experience in this field and were in quantity production on turbojet types.

Pratt & Whitney Aircraft engineers immediately set to work to plan a gas turbine development program. They estimated that the piston engine would continue to dominate the aircraft field for at least another five years after V-J day and that it would play a significant role for perhaps another five years beyond that in commercial transports and long range military aircraft. They knew too that in order to come up with anything that would be competitive in 1950 they would have to skip several stages of turbine development. Conse-

quently they decided to concentrate on axial flow designs which seemed to offer the most promise for really high powers despite some knotty unsolved design problems that existed at that time. Development program was laid down around both turboprop and turbojet types.

At the same time a program for providing the development facilities required for the gas turbine engines was drawn up. This called for converting some piston engine facilities for gas turbine work and providing some new facilities for gas turbine work and for component testing that would be quickly available. Pratt & Whitney had concentrated on the component testing method for piston engine development to a high degree and had great faith in the basic philosophy of this policy. Burner and compressor test facilities were built to supplement the converted piston facilities as an interim program.

The compressor test rig was a particularly ingenious solution that provided facilities fast and at relatively low cost. A war surplus destroyer escort was purchased and its boilers, power plant and electric motors installed in the compressor test rig in exactly the same manner they were on shipboard. In this manner all of the piping and installation equipment from the naval vessel could be utilized without major modification. Meanwhile plans were drawn for a turbine laboratory that would meet Pratt & Whitney's anticipated requirements during the next decade of aircraft powerplant development. These plans emerged as the Willgoos laboratory which is now lending its weight to our gas turbine development program.

So much for our plans. As so often happens events alter plans. The event that altered Pratt & Whitney Aircraft's gas turbine development plans was the U. S. Navy's decision to bring the Rolls-Royce Nene to the United States for use in the Grumman Panther (F9F) then in the design planning stage. The centrifugal flow Nene in 1946 has a rating of 5,000 pounds static thrust and a weight-horsepower rating that was extremely attractive. At that time the centrifugal flow development in the United States, originally begun by General Electric from the basic Whittle design and carried on by Allison division of General Motors Corporation had reached about 4,000 pounds static thrust.

The Navy was also interested in stimulated competition among American

engine manufacturers in the centrifugal flow types. Pratt & Whitney expressed immediate interest in the Nene project and with the Navy's blessing acquired United States manufacturing and sales rights for the Rolls-Royce Ltd. gas turbine line. In the summer of 1947 a Pratt & Whitney Aircraft delegation headed by William P. Gwinn, general manager, went to England to bring back the blueprints and specifications for the Nene. Pratt & Whitney's collaboration with Rolls-Royce on centrifugal flow type turbojets proved to be the means of catching up on a good part of the lead our American competitors then enjoyed.

Tackling the problems of putting the Nene into production as the J-42 Turbo-Wasp to meet the requirements of the U. S. Navy brought our production people to grips with turbojet production several years before they might have otherwise become involved. Putting the J-42 into production proved no easy task. We had to convert the engine to run on gasoline rather than kerosene because the Navy carriers carrying a mixed complement of piston and jet planes could not stock more than one type of fuel. This proved to be a particularly difficult job since gasoline has the lubricating qualities of hard water without soap. Another problem involved using only non-critical materials available from American sources since obviously the Navy did not want production dependent on importation of foreign materials that might be cut off in time of emergency. In addition, the entire front of the engine had to be re-designed to provide for the operation of American engine accessories. These required a different accessory drive arrangement than those used in British turbojets.

The first Pratt & Whitney J-42 Turbo-Wasp was delivered to the U. S. Navy in November 1948 just 16 months after Gwinn and his group returned from England with the drawings. The J-42 has been in quantity production since the fall of 1949 and is now in service in the Grumman Panther with Navy carrier-based squadrons and the Marines.

The other result of Pratt & Whitney Aircraft and Rolls-Royce Ltd. was the joint development of a more powerful centrifugal flow type from the basic Nene design. This engine rated at 6,250 pounds static thrust dry is known in the United States as the J-48 Turbo-Wasp and in England as the Tay. This engine was a joint development project

between the two world famous engine makers in which research facilities and engineering talent were pooled to speed this engine into production. Among Pratt & Whitney Aircraft's independent contributions to the J-48 development are the use of water injection and an afterburner of its own design. These two devices permit greatly increased thrust for short periods during take-off, climb and combat maneuvers. The J-48 Turbo-Wasp is now flying in the latest model of the Grumman Panther (F9F-5); the North American F-93A, an Air Force penetration fighter, and a Lockheed fighter built for the Air Force that is still under security restrictions. The J-48 is in production for both U. S. Navy and Air Force.

With the rapidly expanding role of its own gas turbine designs in Pratt & Whitney Aircraft's production and development programs, the operations of the Willgoos laboratory will assume an important role. The laboratory was designed with Pratt & Whitney Aircraft's method of component testing in mind. It is in this role that it will function principally. Realizing that a one per cent improvement in any one of the three major gas turbine components (compressor, burner and turbine) results in a three per cent increase in engine power and a three per cent increase in fuel economy, the importance of component testing becomes obvious.

In the case of the compressor, we must strive for a higher pressure ratio; improved efficiency; smaller size and lighter weight; and at the same time not lose sight of the requirements of utmost reliability. We must have provisions in the laboratory for driving the compressor and supplying it with precise quantities of air under closely controlled conditions.

In the burner we must strive for the very best conditions of combustion. We must heat the gases to the highest possible temperatures with the lowest consumption of fuel and mix the heated gases efficiently so that they all come out at an even temperature. This must be accomplished with as little pressure loss as possible. The compressed air must be under closely coordinated conditions to accomplish these objectives. Obviously, there is a large field in the burner development.

Similarly, in the turbine we must strive for better efficiencies; higher rotating speeds; and higher temperatures. Accomplishment of these aims involves not only a metallurgical problem to improve materials, but also requires

keeping in mind that all the alloying ingredients must be available within the borders of the continental United States. Cooling techniques must be improved to accomplish the cooling with as small an energy loss as possible. To do all that, large quantities of highly compressed, heated air are required to drive the turbine, plus means to absorb and measure the power that the turbine develops.

Another very exacting task for the laboratory is to establish the proper matching of the gas turbine elements. The compressor must pump the precise amount of air that the turbine wants and do so at the highest pressure ratio and at the highest efficiency point. The burner must meet its expected performance at a point where the other elements are compatible with the best performance. This is the gas turbine designer's most difficult objective and without component testing equipment one that is almost impossible to achieve in its utmost degree.

In the Andrew Willgoos Turbine Laboratory we have all those things. We have provided one compressor test stand, one complete turbine stand and two burner stands. The burner stands can also be used to test complete engines under altitude conditions to determine how successful we have been in our component development. The equipment that has been assembled in the laboratory is all specifically designed to accomplish these goals. We make electrical energy enough to supply a town of 150,000 population. The majority of this electrical energy is used to supply driving power for the compressor test stand of 21,500 HP. To drive the exhaust pumps to simulate 40,000 feet altitude, to drive compressors to simulate the ram pressure conditions existing at 550 MPH, and to supply the compressed air necessary for turbine testing we use steam power. We have a steam supply available from cruiser type steam generators at 435 pounds pressure, superheated (according to Carnot's theory) to 740°F. and in the quantity of 500,000 pounds per hour, which is equivalent to evaporating a quarter of a million quarts of water per hour. That is quite a tea kettle! For cooling all these pieces of equipment, a pump house with three 700 HP pumps provides a water flow out of the Connecticut River of 120,000 gallons per minute. That is between 5 and 6 times the consumption of Hartford. Because of this enormous flow re-

(Continued on page 48)

CONNECTICUT INDUSTRY PROMINENTLY DISPLAYED at Eastern States Exposition

By GLADWIN K. LUSK, *Public Relations Division, Connecticut Development Commission*

CONNECTICUT ready for war or peace might well have been the theme of the displays in the Connecticut Building at Eastern States Exposition at West Springfield from September 17 to 23. Once again visitors to this largest of New England fairs were impressed with the industrial importance of our State and the wide variety of its products ranging from the latest submarine equipment to the blending of face powders.

For those who were not able to visit the Exposition in person and see the exhibits in the Connecticut Building, let us go on an imaginary trip through the aisles.

At the right of the entrance, the Bigelow-Sanford Carpet Company of Thompsonville, the world's largest producer of carpets, displayed some of their latest types of floor coverings. Giving life to the exhibit was a modern loom with employees operating it during the week.

The Fuller Brush Man was at the Fair this year, for this world-famous firm displayed products of each of their four divisions, and for added interest

had brush-making machines in operation. This actual operation gave the public a close view of the methods used in high-speed production of brushes.

The H. L. Diehl Company of Manchester was next in line with a beautiful display of their candles and wax products. For animation this firm produced bayberry candles on the spot by the dipping process.

Next along the line was Norwalk's Pepperidge Farms exhibit featuring a collection of early cooking utensils and mills. Contrasting the antique with the modern, efficient workers from Pepperidge were turning out tempting baked goods.

Landers, Frary and Clark of New Britain, whose "Universal" products are a household word in thousands of homes, brought some of their expert metal spinners to the Exposition. Before an appreciative audience the bodies for automatic coffee-makers were produced. As a background for this work, the various products of the firm were displayed featuring the new special unit range.

The United States Submarine Base at Groton massed some of their latest sound detecting equipment and other gear of vital importance in their display space in the building. Larger equipment was set up in a tent at the rear of the building including a tiny captured submarine and a variety of special-purpose equipment.

The State Board of Fisheries and Game were a center of attention again this year, featuring live salt water specimens from Connecticut's Long Island Sound in a huge glass tank. Fresh sea water was pumped through this tank from a reserve supply in the basement.

The animals in the Fish and Game exhibit were undisturbed by the display right before their eyes having to do with atomic energy. This year the A. C. Gilbert Company of New Haven erected a huge circular display using their electric trains and other equipment to feature their latest educational toy — an atomic energy kit. Emphasizing atomic energy for peace, the display showed the gathering together of the various components for producing radioactive materials. Prom-

CONNECTICUT AVIATION was featured at the Connecticut Building at the Eastern States Exposition this year. Pioneer Parachute of Manchester, United Aircraft of East Hartford and the Putnam Technical School were the exhibitors in this display.



inently displayed at the top of the exhibit was Gilbert's completed atomic energy lab giving off simulated atoms.

Rubber, long important in Connecticut's manufacturing economy, was represented by the Armstrong Rubber Company of West Haven, makers of automobile tires. Armstrong added to the educational value of the displays in the building by showing the cold rubber process and methods of blending rubber. The actual tire-making processes, originally planned for this exhibit, had to be omitted because of accelerated production at the plant.

The Connecticut Aeronautics Commission, with the cooperation of United Aircraft Corporation, built up a display which gave New Englanders a graphic illustration of the tremendous part which Connecticut has in the production of vital aircraft components.

Beauty is big business in this country and one of the important firms is Charles of the Ritz whose plant is at Norwalk. Before an ultra-modern background, technicians demonstrated the skillful custom-blending of face powder which has become a feature of this firm's selling techniques.

With National Hat Week scheduled for October, the Connecticut hat firms did everything in their power to make visitors hat-conscious. The Frank H. Lee Hat Company of Danbury demonstrated the construction of a hat from the fur stage to the finished product. Many of the intricate operations which go into this process were shown by moving pictures.

The agricultural display of the Department of Farms and Markets pointed up the importance of the dairy industry in Connecticut which, according to the latest figures, amounts to more than \$50,000,000 a year in actual cash farm income.

Station WTIC of Hartford, this year celebrating its 25th anniversary, had a studio in the building and several programs a day emanated from there. Frank Atwood, farm editor of the station, was on hand all week.

In the esplanade at the center of the Connecticut Building a 20-foot pylon was devoted to small displays of firms whose operations in Connecticut were started before 1900. Among the firms represented were: P. & F. Corbin Division, American Hardware Corporation, New Britain; Billings and Spencer Company, Hartford; Underwood Corporation, Hartford; G. F. Heublein & Bro., Hartford; J. B. Williams Com-

(Continued on page 34)



BIGELOW-SANFORD of Thompsonville held back the speed of their looms nearly 60 per cent in order to let visitors see how fine carpets are made.



THE FULLER BRUSH MAN'S PRODUCTS were made right before the eyes of the thousands of people who toured the Connecticut Building.



LANDERS, FRARY AND CLARK of New Britain drew interested throngs to their "working exhibit" at the Connecticut Building with the actual spinning of an electric percolator.

What Are We Waiting For?

By MARTIN WRIGHT, *Employee Relations Counsel*

WE'VE got to sell free enterprise to the men in the shop!" "We're headed straight down the road to socialism unless we can convince the people in the factory that our present system is the best in the world."

Sound familiar?

No Easy Methods Available

This is the usual reaction which sets in after the head of the company returns from a meeting of industrialists or business leaders. Everyone is talking about the need for "selling free enterprise," as though it were a door-to-door campaign like the selling of Fuller brushes.

But how does this same industrialist go about accomplishing the job?

Unfortunately, the word "sell" seems to throw him off. He begins looking for a catch-phrase, or a package in which he can put his product, to dress it up to sell it.

He watches the mails for some quick scheme to help him do the job. He listens to the speeches his colleagues make before the manufacturers' associations. He looks for a sales promotion program similar to the one which sells his products so successfully.

One industrialist, a close friend of mine, has spent considerable time during the past two years listening to a score or more of schemes for selling "free enterprise" to the more than 4,000 employees in his company. He is still looking.

I'm afraid he's going to continue to look for some time. There is no easy way to do it. There is no sales promotion scheme which will create understanding, as the usual sales promotion program creates sales. There is no package which will dress up the product so it can be merchandised on the basis of its attractiveness as a package.

An Every Day Selling Job

The sale of free enterprise to the people in the shop must be done across the counter where business is being done every day. That is, it has to be done in the every day contacts of management and employee, of supervisor and machine operator, yes, of president and office boy.



MARTIN WRIGHT

The selling of free enterprise can be achieved successfully first by making it work in the plant itself, and second, by telling other people in the community how it is working.

Let's take an example which came to my attention recently. A good friend of mine who earns his livelihood by lecturing professionally gave a talk in a community where one of my clients has a plant. An employee of this client company came up to the front platform to introduce himself following the lecture. After he told my friend where he worked, he was asked how he liked the company.

"I would rather spend ten years working at ————— than 40 years working any other place," he told my friend.

This is the story he told to explain why he felt that way:

"Three years ago when I came out of the Army, I went to work for a company as a salesman. I earned good money to start, but it was a seasonal business, and when the youngster came along, I was worried about making a lot of money one time and none at another. I was determined to get a steady job with steady income.

"I heard about this company and went to work in the factory at the starting rate of 77 cents an hour. This was

much less than I had been making, but it was steady and I was happy about it. I then set about working my way up, hopeful that some day I could be a supervisor or foreman. Frankly, that's about as high as my aspirations went at that time.

"One day the executive vice president came through the plant. He walked over to me, put out his hand, and called me by name. I was so astounded I could hardly talk. I put it down as a fluke, and went on about my work.

"About five weeks later I went to a company party. I happened to be standing near the door when the executive vice president came in the door. This time he waved at me and called me by my first name. This time I was convinced it was no fluke.

"Shortly after that, I was called into the superintendent's office, told that my work was good and that the company would like me to take a series of tests to see if I might qualify for further advancement. I took the tests, and then waited for something to happen.

"The tests showed that I should be in sales. I was told that the general sales manager would be at the plant sometime in the near future and would talk with me about my test report. He came to the plant one day, talked with me about a job in the sales department. Today I am working out of our company's Boston office and my base salary is \$6,000 a year. Do you wonder why I say I would rather work ten years for my company than 40 years for any other company?"

Free enterprise is working in that factory. There's no better proof of it than this young man's appreciation for the opportunity to make his way from 77 cents an hour on the factory bench to a \$6,000-a-year job with the sales force in the short period of two years. There is nothing more convincing to him, nor to the people in the factory who worked with him, that the free enterprise system must be a good system if things like that can happen.

Now, there was no package, no sales promotion scheme, no magic wand involved in selling free enterprise on that occasion.

The President Takes Time to Explain

In another company a wage increase was granted to all employees following negotiation of the labor contract covering the factory.

The president of the company wrote a letter to each of the employees, pointing out that his company was not only willing but anxious to grant wage increases. However, he wrote, the money had to come from somewhere because prices could not be raised without pricing the company out of the picture competitively. He wrote further that he hoped each member of the organization would roll up his sleeves, work a little harder, so the company could keep its costs down, thus making up the increase in wages through improved efficiency.

The day after employees had received the president's letter, the inspection department was swamped with work and the chief inspector called together the employees in the department.

He told them that the work had piled up and that it appeared necessary to put on a second shift. This meant, he said, that some of the day shift inspectors would have to work nights, and that more people would have to be hired.

The business agent of the union, an inspector, stepped forward with a most surprising suggestion.

"Wait a minute," he said. "I got a letter from the 'Old Man' yesterday, and he said we should all work a little harder because of the wage increase. That's all right with me, and I think we ought to start here. Let's see if we can't lick this backlog without a second shift."

The other inspectors agreed and they went to work to break the inspection bottleneck. They were successful, and saved the company the trouble and expense of the second shift of inspectors.

That was no package. That was free enterprise at work without a sales promotion scheme. Free enterprise in that plant was working because the president had taken the time to explain to the men and women in the shop the economics of the company.

"Open House Selling"

In another plant, an "open house" program attracted 14,000 visitors in a community of 12,000 souls. Visitors came from miles around for their first look at "The Big Mill."

They saw their friends at work, they were told the story of the company's

plans for more sales, more jobs. But best of all, the employees themselves were convinced for the first time that their success and the success of the company were tied closely together. For example, they saw with their own eyes a new product the Research Department had developed and which had added 50 persons to the payroll within the past year. They got a new concept of the company's spending money for research. They saw the connection between their company's growth and expansion and the making of jobs for their sons and daughters, their friends and neighbors.

There was a meaningful lesson in free enterprise and how it works to benefit more and more people.

Selling With End Product Displays

In one of our clients' plants in Indiana, a campaign was launched to show the men and women in the plant where the products they make are used. A series of "end use" displays were developed, picturing and describing the wires and cables made in the plant in use by public utilities, industry, in homes, and on the farms of America. This was in a plant which had always been a hotbed of union trouble, with the threat of a strike an annual occurrence.

The results were astounding. The men and women in the plant were thrilled with the knowledge that the products they made were playing a vital part in the growth and development of the country. One of the men in the plant, moved by the displays, was prompted to write a letter to the mill manager expressing his feelings. Nothing like it had ever happened before in the plant, we were told.

The letter to the mill manager said, in part:

"Choosing the main aisle to the final test Saturday evening, my attention was attracted to the bulletin board in the Cable Department. 'Lo and behold,' something many of my fellow workers and I have often discussed is, where will this wire end up and for what purpose. The answer was on that bulletin board.

"Looking at the photos taken in the heart of one of our great American cities and connecting the manufacture of the wire with names of persons we know is more than thrilling to me.

"I am of the opinion that this type propaganda is inspiring. It seems to bring us closer to the reason we should strive to make a better product. The installation of this particular cable meant our assistance to thousands of people getting to and from their jobs and their every day activities.

"The point that I mean to impress in this letter, is that if an individual will realize the important practical use of the product he makes, Improved Quality will automatically be taken care of; in other words, let's have more practical displays of our products in use, through our bulletin boards."

There are countless other similar examples of the selling of free enterprise by companies doing what would seem to come naturally. The amazing thing about it all is that it's not nearly so complex as the problems in production, engineering, merchandising and selling which management solves every day. Yet, it isn't being done with anywhere near the same degree of success.

Some Suggested Methods

To do it successfully requires that we get our thinking straightened away to deal with the problem of employee and community relations—of the selling of your company and free enterprise, if you will—as a separate and distinct phase of your company.

First, analyze what it is your company has to sell to the men and women who work for you. This can be many things, from good earnings and pleasant working conditions, to a successful suggestion system or a cafeteria which serves wholesome food. All of them can help you in selling your company, and consequently, the free enterprise system.

Second, starting with the things you have to talk about, list the methods which can best sell them to the men and women in the company. Consider such tried-and-true employee relations techniques as open house, letters to employees' homes, bulletin boards, and plant publications.

Third, select the one which seems best suited to "kick-off" the program. Usually the open house program is a natural because it gives you the opportunity to do many things at once. It opens an avenue for a letter to the employees' homes, inviting his family to come see the plant in action. It provides the opportunity for demonstrating how a group of people can work together to make a finished product which other people are willing to pay good money for—a sort of window display of free enterprise at work. In any event, select one place to start, and give it all you've got.

Fourth, follow up this program by telling the people in your community what you are doing and why you are doing it. This can be done through the

(Continued on page 28)

NEW RESPONSIBILITIES for ADVERTISING in a semi-war economy

By EDWARD M. GRACEMAN, *President,*
Edward Graceman & Associates

HERE is a timely article which should be helpful to executives who must determine advertising and sales promotion budgets in a semi-war economy.

PLAGUED with war-created uncertainties, bombarded by publication rate increases and confronted by mounting costs on all sides, perceptive sales and advertising men are becoming increasingly concerned with the new responsibilities which a war economy is thrusting upon advertising and sales promotion.

It would be foolhardy and presumptuous for the most astute of advertising counselors to predict with finality and great certainty the exact nature of the road ahead; but there are definite signposts before us (and behind us from World War II) to serve as a guide for those who would proceed with careful daring.

This, then, is in the nature of a checklist or memorandum which, it is hoped, will be helpful to you in adapting your advertising to a wartime or semi-war economy. . . .

There are two dangerous lines of thought today. One is that easy sales will go on and on. The other is that controls, shortages and higher taxes will impose a sort of moratorium on competition for additional sales.

Come-easy sales won't go on and on because there will be a healthy civilian production to compete for consumers' spending. The \$10 billion asked for additional rearmament represents only 4% of the American output. This means only a slight cut in civilian goods or (more likely) vigorous stepping up of the nation's productive power, which is now below its maximum.

More competitive situations will be created by controls, shortages and taxes. Basic is the fact that high taxes won't kill off buying power. Even if personal income taxes are boosted \$10 billion a year, disposable income would be cut by only 5%. And this would be



EDWARD GRACEMAN

offset by higher employment and fatter pay for overtime.

High disposable income means that shortages and controls will shift expenditures to available goods. Some will be siphoned off by U. S. bonds and other savings. The rest will constitute markets for things purchasable.

Biggest new market is that born of stepped-up orders for weapons. Its spending will run into billions. It matters not that prime contracts are awarded on bid or negotiation. The contractors still have to purchase tools, machines, materials and services. Advertising can strongly support salesmen's efforts . . . reach buyers salesmen can't get . . . and do it fast.

Expanded atomic work makes a highly specialized market. Secrecy rules most phases. There are no published

names of contractors, no public lists of wants. Knocking on every door may be indiscreet if not dangerous. Yet expansion requires vast and varied supplies. You may not even know that what you make is wanted. But Advertising can be a link to those who are buying.

Firms with war contracts will need more industrial materials and machinery. Small buyers, winning bids, will become big buyers. Big buyers will become bigger buyers. These will create new promotional opportunities.

Shortages themselves will create other industrial markets. Firms unable to get scarce materials will seek substitutes. During the last war, scarce materials were continually replaced by plentiful materials . . . until they themselves became scarce. Each change meant new buyers for somebody.

New consumer markets are growing from expanding rates of employment and from added pay for overtime. Thousands are moving up into brackets of higher demand. Shifting of population from low income areas to industrial is being accelerated . . . so is the movement of women from homes to pay-rolls.

The farm market is growing richer again after last year's decline in income. Higher prices for products, plus the certainty the government will take steps to guarantee all-out production, is building buying power.

New opportunities to sell will grow from these new markets. Where shortages arise, buyers will be especially responsive to advertisements of available goods. It will be doubly true of those newly in higher brackets. Inventory-minded merchants and industrial buyers will also follow the ads.

Merchandisers whose output is restricted because of shortages or war contracts can hold their stake in old markets with advertising. Good institutional ads, explaining why products were not available, promising to supply buyers as soon as possible, were markedly effective in World War II.

If shortages of manpower reduce ranks of salesmen, advertising can secure another stake—the salesmen's customers. Ads in industrial papers and the trade press can make their calls for them, cover their territories faster and make simultaneous impacts on large numbers at moderate expense.

Here are major possibilities to be calculated in advertising plans:

Shifting Products. Some manufacturers, strapped by shortages and allo-

(Continued on page 31)

IT'S YOUR FEDERAL GOVERNMENT!

By ROBERT L. JOHNSON, *President, Temple University and Chairman,*

The Citizens Committee for the Hoover Report

Series II

No. 1. The Defense of Freedom

THE defense of freedom costs money—and lives. We've got to save money to save lives.

In these days of crisis you and your family have a bigger stake than ever in the success of the bipartisan Hoover Commission's report for "better government at a better price."

You remember that the six Democrats and six Republicans of the Hoover Commission told us two big things after more than a year of the closest study of our government ever made: (1) Even in peace time the federal budget of over \$40 billions a year comes to \$1000 per American family per year, and, (2) one dollar in ten (about 4 billions a year or \$100 per family per year) could be saved by better organization and more efficient management—by eliminating duplication, overlapping and waste in government operation.

Now Russia has handed us a bill for \$10 billions—that's what it amounts to—and before we get through with this international mess we may be faced with a debt of many billions more.

Don't forget that it is You and I who will have to squeeze this money somehow out of our earnings. The government spends it, yes. But we citizens pay it, directly and indirectly in taxes that determine the cost of everything we buy, eat, wear, and use.

And don't forget, also, that the present government debt of about \$270 billions already constitutes an obligation of \$7000 by the average American family. A mortgage, really. A mortgage that is not likely to be actually foreclosed, although such an event would be a great delight to our enemies. This may well be part of their plan. The Hoover Commission's task force on National security, suggested, in fact,



ROBERT L. JOHNSON

that one of the aims of the Kremlin is "victory by bankruptcy."

Don't think for a moment that I am opposed to these expenditures. My point is that our present defense needs are the strongest kind of argument for saving the \$4 billions or more, annually that would result from the enactment of the Hoover Commission's full program of reorganization. It has even been pointed out that the cost of the war could be borne, or greatly reduced by the savings possible in this way.

So far I have talked only of dollars. They're important but there is something much more important—human life. The defense of freedom is going to require the sacrifice of lives, how many no one knows.

This we do know, however. The Hoover Commission's Report has already repaid the Nation a thousandfold in terms, not only of dollars, but of lives. The Commission's recommenda-

tions on military efficiency were put into effect by Congress last year through the Tydings Act, which the Citizens Committee endorsed. The result is more real unification, more real teamwork among the Army, Navy and Air Force than ever existed before. The unification act put an end to the squabbling and bickering that cost so many lives at Pearl Harbor. Today, as General MacArthur has said, the three armed services are working together as never before.

In the process, the wastefulness and folly of unplanned, competitive buying has been cut down by at least \$1 billion a year, probably much more. We've come a long way since the days of the first World War when the Army began its war effort (this was 1917) by buying 18 million square yards of mosquito netting for fear the Navy would get it first. Less waste means more fighting effectiveness. And that, too, will save lives. If the armed services can be streamlined, why not the whole government?

In this struggle, whose end no man can see, we need, as never before, a well-organized, efficient government machine in which there is no wasted action and in which every wheel and cog will do its full part in a coordinated whole. Such a machine is envisioned in the Hoover Report and is possible through the enactment of the full reorganization program. You can do much toward achieving this result by writing to your Congressman, telling him how you feel about it. Remember: every dollar we waste is a gift to the enemies of freedom.

In subsequent reports I shall describe how the Hoover Report vitally affects the ways in which we use our resources, our dollars and, above all, our lives.



*It's time
to start
doing something
about your
Annual
Report
May we help?*



Annual Reports . .

Connecticut Printers, Incorporated

CASE, LOCKWOOD & BRAINARD, LETTERPRESS DIVISION • KELLOGG & BULKELEY, LITHOGRAPHIC DIVISION

HARTFORD, CONNECTICUT

NEWS FORUM

This department includes a digest of news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.

CHARLES L. SMIDDY, general counsel of the Hartford Electric Light Company and the Connecticut Power Company, died recently at his home in New London.

A native of Montville, he was graduated from Middlebury College and Harvard Law School. Mr. Smiddy began the practice of law in New London in 1918, became associated with the Connecticut Power Company as counsel in 1932, and became attorney for the Hartford Electric Light Company eight years later.

A director of the Day Publishing Company, New London, since 1932, he was also chairman of the Zoning Board of New London, and for five years was president of the United Welfare Fund and Council, Inc.

He formerly served as president of the advisory board of the New London Diocesan Bureau of Social Service. For special service to youth, he was given the 1945 Silver Beaver Award of the Boy Scouts of America.

★ ★ ★

DEAN BROSSMAN, former industrial relations director and management consultant, has recently become the executive director of the Stamford-Greenwich Manufacturers' Council, Stamford. Mr. Brossman succeeds Walter Raleigh, who resigned to become



DEAN BROSSMAN

executive vice president of the Bridgeport Chamber of Commerce.

A graduate of Purdue University, Mr. Brossman's experience in the field of manufacturing and personnel management goes back approximately fifteen years. He was formerly a member of

The Cover



THIS month's cover photo by Josef Scaylea pictures a child about to "take off" for an evening of Halloween pranks.

the industrial relations staff of the Johns Manville Corporation, and later served as personnel director for a 3700-employee plant of the American Viscose Corporation. During the war years he was personnel supervisor of the Pratt & Whitney Division, United Aircraft Corporation.

His latest position was that of vice president of the Mutual Positions Plan Association, a counselling organization with offices in New York, assisting both individuals and management on employment problems.

★ ★ ★

AN ECONOMIC EDUCATION program, sponsored by the Stamford-Greenwich Manufacturers' Council, is being planned for this Fall. The program will consist of six weekly forum and panel discussions conducted by Richard Russell, a Chicago economist. It will be designed to educate the public and business representatives in the American economic system, on a local and national level.

Panel members will be drawn from business, labor, clergy and other community groups.

1850 ♦ 100th ANNIVERSARY ♦ 1950

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and Parts
Welded Fabrications
We will do your Stampings and
Spot Welding
Progressive — Swedging
Broaching — Drawing
Short Runs — Long Runs

**THE
SWAN TOOL & MACHINE CO.**
30 Bartholomew Avenue
HARTFORD 6, CONNECTICUT

A COOPERATIVE AGREEMENT
for the creation of color television for industrial, business, hospital, governmental and military use has just been announced by Remington Rand, Inc., of Norwalk and the Columbia Broadcasting System, developer of the CBS system of color television.

The arrangement will not cover the use of color television for public broadcasts at the present time, the announcement said. The new equipment will be marketed under the name of "Vericolor," and will comprise a compact, lightweight, single-operator color camera.

The most common use for the new equipment is expected to be for the teaching of surgical and medical procedures and for employment in dangerous industrial processes including atomic production and research.

★ ★ ★

THE BRIDGEPORT BRASS NEWS, the employee publication of Bridgeport Brass Company, has received honorable mention in national competition with 600 other industrial house organs. The award was made by the International Council of Industrial Editors, following the 1950 publications contest in Cleveland, Ohio. Harold B. Dow is editor-in-chief of the publication.

★ ★ ★

WALTER H. NORTON has been promoted to vice president and general manager of the footwear and general products division of the United States Rubber Company, it has been announced by company officials. Mr. Norton succeeds Elmer H. White, who has been made adviser to the president, Harry Humphreys.

Mr. Norton has been with the company for 39 years. In 1915 he was named assistant superintendent of the Naugatuck footwear plant, and in 1919 was promoted to plant superintendent. Nine years ago he became production manager of that plant and in 1943 was advanced to assistant general manager.

Mr. White, who will serve the president, the executive committee and the general managers on sales, sales promotion, advertising and distribution, has been with the firm for 47 years. He became general sales manager of the division in 1938 and assistant general manager in 1939. He was named general manager of the division in 1944 and vice president of the company the following year.

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THE FORMATION OF A NEW FIRM to produce titanium metal and alloy products has recently been announced by The Remington Arms Company, Bridgeport, and the Crucible Steel Company of America, New York.

The company, which will be owned jointly by the two concerns, will not require construction of new facilities or hiring of additional personnel. According to C. K. Davis, president and general manager of Remington Arms, and W. P. Snyder, Jr., chairman of the board of Crucible Steel, sales of titanium will be handled from the offices of the Bridgeport company. It is contemplated that eventually all production will be carried on in Crucible Steel's Parks works in Pittsburgh.

The new company will pool the knowledge, patents and manufacturing techniques developed by Remington and Crucible in the advancement of titanium metal and metal alloy products. These products include sheets, rods, tubes, wire, forgings, castings and other fabricated forms for widespread industrial use.

★ ★ ★

THE BOARD OF DIRECTORS of the Charles Parker Company, Meriden, has elected two vice presidents, Charles T. Jordan and James J. Connors.

Mr. Jordan has been connected with the sales department of the firm for 30 years, having charge of hardware sales, including the Parker and Prentiss vises, the oldest and second oldest vises made in the country.

Mr. Connors has charge of the structural iron and design department. He came to the Meriden firm from James Gambel Rogers, of New York, designer of many fine buildings, including several at Yale University.

★ ★ ★

AN OPEN HOUSE recently marked the opening of a new branch plant of Wild & Stevens, Inc., Boston manufacturers and suppliers of printers' equipment, at 235 Front Street, West Haven.

Aaron A. Hobart, vice president of the firm and general manager of the West Haven plant, said that the branch will employ about 25 skilled workers. The plant will manufacture and recondition printers' rollers and will serve as a local distribution point for complete printing machinery and supplies needed by the printing and publishing industries.

ROGER E. GAY, president of Bristol Brass Corporation, Bristol, was awarded a certificate for his outstanding service in standardization at the Annual President's Luncheon of the American Standards Association.

Mr. Gay, a member of ASA's Board of Directors, received the certificate in appreciation of his contributions to standardization, not only in his own company and industry, but particularly in development of American Standards. The award recognized his service in policy-making in support of the standards movement as a means of advancing the national economy.

★ ★ ★

JOHN L. BUSEY and Charles R. Pritchard have been promoted by the General Electric Company, according to an announcement by Charles E. Wilson, president.

Mr. Busey has been elected a vice president and placed in charge of marketing policy, a newly-created post, while Mr. Pritchard has been elected president and a director of the G-E Supply Corporation, posts formerly held by Mr. Busey.

William V. O'Brien, who was general sales manager of the apparatus department, has been named commercial vice president and assistant manager of marketing policy for the company.

In making these announcements, Mr. Wilson said that the new marketing posts were needed because of the sustained high level of the company's business volume by the greater diversification of its products.

★ ★ ★

PURCHASE OF THE ATWOOD PLANT of the Universal Winding Co., Stonington, by the Hartford-Empire Co. of Hartford, glass container machinery makers, has been announced.

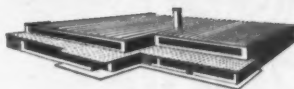
Remodeling of the plant has already been started to prepare it to handle expansion of production by Hartford-Empire and its affiliated concerns, all of which have been experiencing increased demand for their products.

Other divisions of the Hartford concern are the Standard-Knapp division in Portland, which makes packaging machinery and Henry & Wright division, Hartford, makers of high-speed automatic presses. Plax Corporation, a subsidiary, is the originator of the Plax-pak "squeeze bottle" and produces other plastic products.

★ ★ ★

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of the cartridge division, Winchester Repeating Arms Division of Olin Industries, Inc., New Haven, has been appointed assistant works manager. Leonard K. Brown, assistant cartridge division superintendent, will succeed Mr. Franz as superintendent. Works Manager Berton E. Rogers made the announcement.

In his new post Mr. Franz will have direct supervision over the ammunition division, the inspection division and the explosives and technical control laboratories.

Mr. Franz was connected with the chemical department at Winchester for eight years, specializing in explosives manufacturing and development and priming mixture development. He was transferred to the cartridge engineering department in 1942, and became foreman of the primer shop the following year. His appointment as assistant superintendent of the cartridge division came in 1944, and in January, 1949, he became cartridge division superintendent.

Mr. Brown assumes his new post as superintendent of the cartridge division at Winchester after 35 years devoted to various phases of the manufacture of sporting cartridges, and small arms military cartridges in World War I and World War II.

★ ★ ★

WARREN J. DUNDAS BLATZ, vice president and sales manager of the Bead Chain Company of Bridgeport, a former vice president and sales manager of the Bridgeport Brass Company, died recently after a short illness.

He was a member of the Brooklawn Country Club, the Algonquin Club, the Black Rock Yacht Club and the Weston Gun Club. He is survived by his wife, his mother, a son and three grandchildren.

★ ★ ★

THE NATIONAL RESOURCES COUNCIL OF CONNECTICUT, an organization formed last Spring with representatives from over 20 state agencies and business organizations, including the Manufacturers Association of Connecticut, will hold its first conference beginning at 10:00 A. M., Thursday, November 16 at Hotel Bond, Hartford.

The principal emphasis at the all-day and evening conference will center around the subjects of water, forest and soil conservation. In view of the increas-

ing cost of flood damage and the importance of plentiful water supplies for industry, it is hoped that manufacturers in various areas of the state will register for the conference.

★ ★ ★

DIRECTORS OF PIONEER PARACHUTE COMPANY, INC., Manchester, recently elected Lyman H. Ford to the presidency of the company. Henry R. Mallory was named chairman of the board.

Mr. Ford has been a vice president of the firm since its organization in 1938. He has also served as general manager.

★ ★ ★

WALTER J. NILES, president of The SoundScriber Corporation, manufacturer of electronic disc dictating equipment, has announced the appointment of Richard W. Davidson as vice president and general sales manager.

A veteran of 25 years in the office equipment business, Mr. Davidson served in a sales capacity with Electromatic Typewriters, Inc. in their pioneering of the electric typewriter. After this company was acquired by International Business Machines, he became sales agent in New York, and then assistant sales manager of that I.B.M. subsidiary.

He is a member of the National Federation of Sales Executives, the Sales Executive Club of New Haven, past president of the New York Office Appliance Managers Association and Rotary International.

★ ★ ★

DOW CHEMICAL COMPANY, one of the country's largest chemical and plastics manufacturers, will build a large polystyrene plant at Ledyard, Connecticut in the near future, according

to an article published recently in the New England Council's News Letter.

It is reported that present plans call for the plant to be built on a 78 acre site at Ledyard, about 10 miles north of New London. Its location on the Thames River will permit ocean shipment of raw materials from Texas in the company's newly acquired tanker, Marine Chemist, and is expected to improve service to New England molders.

★ ★ ★

THE GABB MANUFACTURING COMPANY of East Hartford, a division of the E. Horton & Son Company of Windsor Locks, has moved its plant to Windsor Locks. The Gabb firm has been in business since 1944 and was purchased by Horton in 1949. The concern manufactures aircraft timing tools and small power equipment, such as lawn rollers, snowplow and lawnmower machines and sand and material spreader machines.

Personnel of the firm includes R. S. Cooper, vice president of E. Horton & Son Company, who is in charge of operations at the Gabb plant; N. F. Smith, sales manager; T. Wilson, chief engineer; and E. M. Baldwin, Jr., purchasing agent and production control.

★ ★ ★

THE NEWLY CREATED POSITION of general supervisor of industrial relations at Bridgeport Brass Company, Bridgeport, has been filled by Arthur L. Armantrout, it has been announced by Herman W. Steinkraus, president and general manager.

Mr. Armantrout will supervise the industrial relations of the Bridgeport, Indianapolis, Montreal and Exeter plants, and will report directly to the president. For 11 years he served with the United States Steel Corporation and



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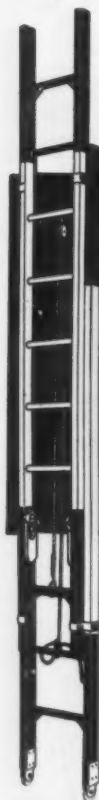
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the Carnegie Illinois Steel Corporation. He later served two years with Anheuser Busch, Inc., of St. Louis where he headed all industrial relations activities for that company, supervising four plants and 58 branches throughout the country.

★ ★ ★

MORE THAN 4,000 BUSINESSES, most of them small, now share in the production of jet and piston engines at Pratt & Whitney Aircraft, William P. Gwinn, general manager of the engine-building firm, has reported.

A survey conducted by the company's purchasing department shows that Pratt & Whitney Aircraft subcontractors and suppliers have reached a total of 4,604 concerns. The suppliers who sell parts, materials or services to the engine company are scattered throughout 34 states and the District of Columbia.

Of the total, almost half are in the New England States. New England firms total 1,977, of which 1,918 have less than 500 employees. Of the company's 1,350 suppliers in Connecticut, 97 per cent, or all but 34, employ less than 500 persons.

★ ★ ★

HAND-L-HOLD is a unique new product just announced by The Bassick Company, Bridgeport. It is a movable, rubber-grooved gripper which firmly holds, yet readily releases the handle of such common objects as mops, brooms, tools, etc.

It is easy to use, according to the maker. A handle is inserted in the gripper by an upward swing. It is then held securely by the force of its own weight. The new item is sold through hardware stores and is applicable to a wide number of markets, such as homes, garages, toolshops, hotels, and hospitals.

★ ★ ★

THE APPOINTMENT OF James D. Milne, former manager of the General Electric plastics plant in Meriden, as assistant manager of the Packer Machine Company, was announced by Clifford I. Packer, president.

Born in Pittsfield, Massachusetts, Mr. Milne has been associated with General Electric for 38 years, working in the engineering, manufacturing and sales divisions. He served with the air force for 21 months during World War I.

Mr. Packer stated that Mr. Milne's appointment is a result of the gradual expansion of the Packer Machine Com-

pany, makers of the Packer-Matic automatic buffing and polishing machines.

During World War II the company's automatic buffing and polishing equipment was used in the manufacture of certain types of munitions and aircraft.

★ ★ ★

THE CAPEWELL MANUFACTURING COMPANY of Hartford, major producer of hack and band saws, hammers, special nails and parachute hardware, has materially extended its line of products by the acquisition of V-Mac Industries, Inc., of Guilford.

V-Mac manufactures pipe threading, cutting and reaming tools. All of the machinery and production facilities of V-Mac, and all of its employees, are being retained and moved to Hartford for continued full production at the Capewell plant.

Staunton Williams, president of The Capewell Manufacturing Company, disclosed that supervision of the production of pipe tools will be the responsibility of Waynard Vosper, who served for 18 years as vice president of the Toledo Pipe Threading Machine Company in charge of development, designing and production. More recently Mr. Vosper has been president of V-Mac.

★ ★ ★

THE APPOINTMENT OF George R. Young as comptroller, The Bristol Brass Corporation, has just been announced. He was formerly a staff member of the firm of Hadfield, Rothwell, Soule and Coates, certified public accountants of Hartford.

Mr. Young was graduated from the Walton School of Commerce in New York. He is a member of the Connecticut and Massachusetts Societies of C.P.A.'s, the American Institute of Accountants, and the National Panel of the American Arbitration Association.

★ ★ ★

A U. S. NAVY production contract has been awarded to the Kaman Aircraft Corporation for an undisclosed number of HOK-1 liaison type helicopters. Larger than anything yet produced by Kaman, the new helicopters will have a gross weight of approximately 3500 pounds. Details as to the type of engine and its horsepower are being withheld, but it was revealed that the HOK-1 will carry a pilot and three passengers. The machine is readily convertible to an aerial ambulance carrying two stretcher patients and a medical attendant in addition to the pilot.



THIS IS THE NEW ROOF-TOP electrical display of the National Folding Box Company, Inc., New Haven.

AN EVENT OF UNUSUAL INTEREST to the many customers and friends of National Folding Box Company, Inc., New Haven, was held at the company's plant recently when Na-

tional's new spectacular electrical display was unveiled with appropriate ceremony.

The new display is 132 feet long by 25 feet high, is constructed of the new-

est and latest approved materials and is brilliantly illuminated by fluorescent neon as well as a battery of sealed-beam floodlights. A huge red arrow, 19 feet long, points to a reproduction of a National-made box of one of its customers, alongside of which appears the now-famous slogan "Yes, We Make This Box."

Colgate's Dental Ribbon Cream box was the first one to be featured. It will be followed at 60 day intervals by other well-known packages made by National Folding Box.

The unveiling ceremony took the form of a gala event. Chief executives of the companies whose products go to market in boxes made by National were present at the event. Manning O'Connor, vice president, Colgate-Palmolive-Peet Company, pressed a button unveiling the giant display and then threw the switch illuminating it for its first public showing.

★ ★ ★

A DEVELOPMENT OF INTEREST to industry in general and power driven equipment manufacturers par-



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ticularly, is the new reduction clutch just announced by Snow-Nabstedt Gear Corporation, Hamden.

Believed to be the most compact clutch available, it is only $9\frac{3}{8}$ " long, $9\frac{3}{4}$ " wide by $10\frac{13}{16}$ " high. It has forward, reverse and neutral operating positions. One of the features of the design is its inherent reduction ratio. Its minimum ratio is 4 to 1, adapting it well to equipment like small agricultural machinery, small construction machinery, road rollers, powered wheelbarrows, and platform trucks.

Housed in sturdy, rigid cast iron cases which prevent deflection and vibration, their gearing gives extra strength and load-carrying capacity to withstand wear and stress.

The Snow-Nabstedt #5107 is one of a line of speed reducers for varied, modern requirements of power transmission, including special applications made to order.

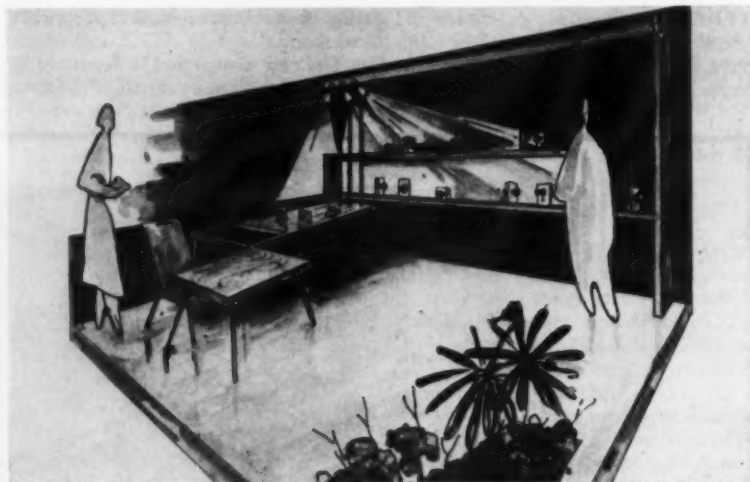
contest. Through the firm's Cuban distributors, Commercial Oxford, S. A., arrangements were made with university officials to endorse the competition.

The fourteen best designs were sent to Sargent for final selection. The winner was Raquel Feijoo, whose design idea—modern with a tropic theme—was used to build the display booth for the firm's lock products at the exposition.

★ ★ ★

THE AMERICAN PAPER GOODS COMPANY, Kensington, has recently declared a dividend on its common stock of 30¢ per share. The dividend, the first paid on common stock since February, 1948, was made payable on September 1 to stockholders of record August 18.

Officers of the company are William S. Bacon, chairman of the board, Albert S. Redway, president, William F.



RAQUEL FEIJOO, a Cuban architectural student, received his first American recognition when his display booth design shown above was used to display Sargent & Company, New Haven, products at the National Builders' Hardware Exposition in St. Louis last month.

SARGENT AND COMPANY, New Haven, has learned that international goodwill is a two-way street. A design competition among University of Havana undergraduates, sponsored by the firm, has resulted in an outstanding booth design which was used to display Sargent lock products at the National Builders Hardware Exposition in St. Louis last month.

While on a business trip to Havana last spring, Sargent's sales manager was so impressed with the work of architectural students there he decided to encourage their creative efforts with a

Doran, vice president and treasurer, C. O. Edgerly, vice president and Chicago manager, and Hoyt C. Pease, secretary.

★ ★ ★

WESTCOTT & MAPES, INC., architectural engineers of New Haven, has announced the appointment of a new senior structural engineer and a senior electrical engineer.

A company official revealed that the two additions to the staff are necessary because of the firm's increased contract work. At the present time the firm, specialists in power plant and indus-

trial design, is engaged in a number of projects throughout the United States and one in Italy.

Theodore F. Collier has been named senior structural engineer and Edgar E. Cobb, senior electrical engineer in charge of design.

Mr. Collier, a graduate of the University of Illinois College of Engineering, was formerly in charge of structural and architectural layout and design of various types of steam electric and industrial developments for Sanderson & Porter. He has also been associated with the Celestex Corporation of Chicago and the Portland Cement Association in Chicago.

Mr. Cobb was formerly electrical project engineer in the design and construction division of the Ebasco Services, Inc., of New York. Before that he served as project engineer for the American Foreign Power, working on the electrical designs for power plants and transmission lines in Panama City, St. Louis, Potosi, Old Mexico, San Francisco, Panama and Shanghai, China. He was graduated from Oklahoma A & M and the Chicago Central Station Institute.

★ ★ ★

AT A RECENT MEETING of the Board of Directors of Powdrell & Alexander, Inc., Danielson, Brainard T. Webb was elected to the presidency to succeed Earle C. Powdrell, who resigned to re-enter service with the U. S. Navy as a Lieutenant Commander. Mr. Webb has been vice president of the company in charge of industrial relations.

George H. Jackson, Jr., was elected vice president in charge of sales. This is a new position resulting from the consolidation of various sales duties. Mr. Jackson has been vice president and assistant to the president.

★ ★ ★

SAVINGS IN LABOR and material costs are being achieved by a growing number of metal product manufacturers through the application of synthetic enamels at elevated temperatures, usually around 160° F.

Hot lacquers have been on the market for more than a dozen years, but it has been only in recent months that synthetic enamels have been made available which can be applied at these elevated temperatures.

According to C. W. Blacketer, tech-

nical director of the Atlas Powder Company's industrial finishes department at Stamford, these new enamels can be heated with any of the commercial paint heaters on the market and applied with standard-type spray guns. The finish, he said, is reduced to spray viscosity by heat instead of thinner which permits the finish user to eliminate or substantially lower the expenditure formerly made for thinner.

★ ★ ★

THE 40 PLUS CLUB of Connecticut, Inc. has recently reported that it has a substantial list of experienced and qualified technical, supervisory and executive personnel, not subject to the draft, which is available to Connecticut industry. The companies who are already participating in the production of war goods and who may anticipate need for additional personnel or replacements may secure résumés of these available men by writing to the 40 Plus Club, P. O. Box 244, West Hartford, Connecticut.

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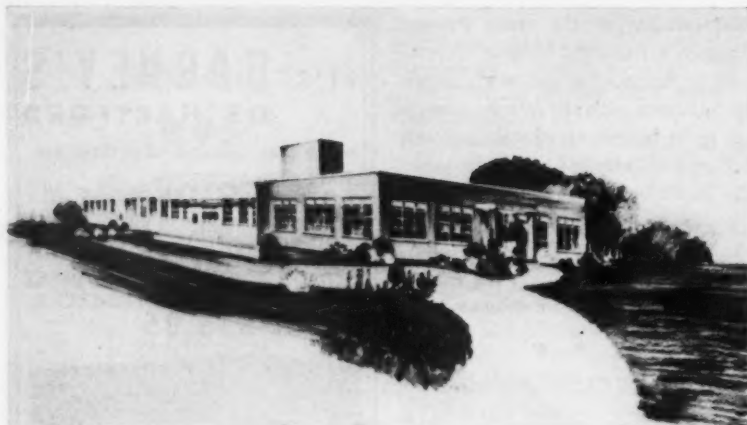
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ARCHITECT'S DRAWING of the Flexible Tubing Corporation's new brick and steel office building and factory in Guilford.

FLEXIBLE TUBING CORPORATION will move into its new 13,000 square foot brick and steel plant in Guilford on November 15, 1950, according to Frederick K. Daggett, president. The company, with plant and office now located in Branford, manufactures the world-wide distributed Spiratube, a flexible and retract-

able ventilating and products-conveyor.

The new plant, now under construction, will be on a large tract of land which was selected with an eye to expansion and because of the facilities for a railroad siding. It will have a 100 employee capacity, with room and layout for expansion.

Spiratube was war born as a retract-

able ventilating set-up for the Navy, but through research the company has found adaptations to many peace time pursuits, including uses on airplane engines and farms, in furnaces and mines.

★ ★ ★

THE NEXT MEETING of the Hartford Engineers Club will be held on October 19 at the City Club, Allyn Street, Hartford. Dinner will be served at 6:30 P. M. with the evening's speaker at 8:00 P. M.

Sherman R. Knapp, executive vice president of the Connecticut Light and Power Company will give a talk on "The Electric Power Situation in New England."

What Are We Waiting For?

(Continued from page 15)

news and advertising columns of the local newspaper, by inviting special groups into the plant, such as school-teachers, the clergy, and the local Rotary Club. In other words, maximum benefit will come from not only doing the job, but also telling people about it.

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Fifth, check to see how the program is taking. Design a questionnaire for your employees or for your visitors to find out their reactions to your company BEFORE they come in contact with your efforts, and then again AFTER they have been exposed to them. For example, you may want to break down the sales dollar for visitors to the plant, dramatizing the amount which goes to suppliers, employees, stockholders, etc. I am sure that you will find the before and after check will reveal some startling changes in thinking about free enterprise as exemplified by your company.

But whatever you do, don't wait for the perfect package, the fool-proof sales promotion scheme to come along. It will never arrive. And while you're waiting, you can do a real job of selling free enterprise by the simple expedient of telling your employees and the people in your plant communities what you are doing now—and why. It's a good story and a convincing one.

The Packaging Industry which Sprouted in a Dentist's Office

(Continued from page 8)

Sales, distribution and general management of the Sheffield business is under the guidance of the following men: L. Tracy Sheffield, President and Treasurer, and W. Kyle Sheffield, Executive Vice-President and Secretary, are the executives chiefly responsible for the many major developments in the firm since 1908. L. Tracy Sheffield is in charge of the New London factory and home office, and W. Kyle Sheffield directs the New York sales and export office. The New London factory manager is Ambrose Y. Frantz. Charles Arch manages the Chicago branch, assisted by Peter K. Sheffield, son of W. Kyle Sheffield. The west coast sales office in Los Angeles is under First Vice-President Thomas C. Sheffield, son of L. Tracy Sheffield.

"Value and service since 1850" is the fitting slogan adopted by the company as it goes into its second century of business this year. Progressive, wide-awake management continues to be the dynamic cornerstone of Sheffield policy—a policy which it confidently expects to result in constant improvement in product values and customer service as time goes on.



BARBARA STANWYCK TELLS CLARK GABLE—

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It's the most successful dictating machine in history, because it has helped more people to get things done quickly, easily, accurately, and economically!

Made possible by the creation of an exclusive new recording medium, the Memobelt record, the TIME-MASTER is a compact, streamlined unit which brings unequalled new efficiency to any business office!

The revolutionary Memobelt, a one-time-use medium, is so small that 5 at once fit into an ordinary envelope for easy mailing. After transcribing, just mail it, file it, or throw it away!

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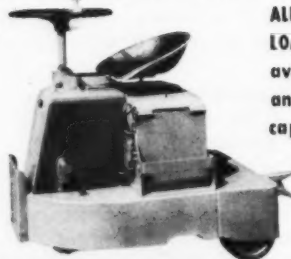
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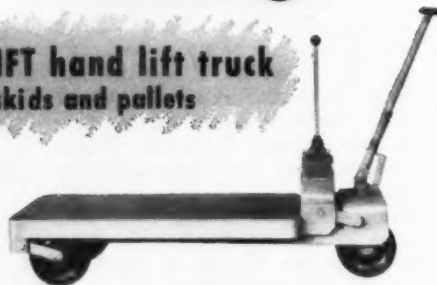
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53 YEARS IN THE MATERIALS HANDLING INDUSTRY



INDUSTRIAL DEVELOPMENT

By L. M. BINGHAM

Secretary

EVER since the beginning of the Korean War, businessmen, representing both large and small manufacturing plants, have been wasting much time and money taking trips to Washington in an attempt to secure a slice of the increasing defense production pie. They have bombarded their Congressmen and in various ways sought to influence procurement officials, all with little or no results. The reason is that the average Congressman, busier than ever with affairs of state, frequently knows little about the procurement requirements of the various government procurement offices, and has not the time to look into the matter. If one does see a procurement official in Washington more often than not he will have little to do with the purchase of items you can make, and will refer you to a book listing the many government procurement offices throughout the country which gives a partial list of the items purchased by each office.

Today, most of the government purchasing is done by some 55 major procurement offices scattered throughout the country rather than in Washington. The best procedure, therefore, for those companies who are unacquainted with certain government procurement agencies because of previous contacts is to check the "Index of Military Procurement Offices" to learn the location of offices most likely to purchase products they can produce. Thereafter, after preparing a list of procurement offices, each company should develop a "facility brochure," either mimeographed or printed, which will set forth facts which the government desires to know about each plant prior to the time it places a company on a bid list.

These facts should include: (1) Amount, size, capacity, tolerance and age of equipment; (2) What your company made as a prime or subcontractor in World War II; (3) Pres-

ent peacetime products and amount; (4) Unusual work done and techniques in your plant; (5) A breakdown of manpower in your plant by skills; (6) Dollar value of present business, balance sheet, credit rating; (7) Provisions for plant security, including plant details, fences, size of guard force, alarm systems, etc.

However, the average small company which has had little or no experience in government bidding and in bidding by the government regulations, is well advised to seek sub-contracts from larger companies as the majority of them did during World War II. As an aid to such companies, your Association has been publishing a weekly bulletin entitled "Subcontract Possibilities" listing companies in eastern states who have received government contracts the previous week in the amount of \$25,000 or more. In addition, the Association has a larger Department of Commerce list on file of all contracts of \$25,000 or more that have been let throughout the country. Any member is invited to examine the larger list each week at Association headquarters.

The Association also has accumulated a substantial library of informational booklets which may either be examined at its headquarters, or which may be procured in some instances free of charge and in others by purchase. The names, sources and terms for these publications are as follows:

MUNITIONS BOARD—Index Of Military Purchasing Offices—a single sheet available free of charge by writing to: Munitions Board, Room 3-E-827, The Pentagon, Washington 25, D. C.; Production Allocation Manual—an 82 page booklet, 45¢ per copy. Write to either Munitions Board or Superintendent of Documents, U. S. Government Printing Office, Washington 25, D. C.; Military Procurement—a 46 page booklet, 25¢ per copy. Write to either Munitions Board or Superintendent of Documents. **ARMY**—How to Sell to the U. S. Army—(30¢ per copy) A 32 page booklet; Pur-

chased Items & Purchasing Locations of the Army—a small pamphlet—price unknown. For both booklets write to Superintendent of Documents, U. S. Government Printing Office, Washington 25, D. C.

NAVY—Selling to the Navy—a 40 page booklet; Purchased Items & Purchasing Locations of the Navy—a 27 page pamphlet. Both available for 15¢ through Superintendent of Documents, U. S. Government Printing Office, Washington 25, D. C.

AIR FORCE—Follow Me—A 12 page pamphlet available free of charge from Procurement Division, Air Material Command, Wright-Patterson Air Force Base, Dayton, Ohio.

ATOMIC ENERGY COMMISSION—Contracting & Purchasing Offices & Types of Commodities Purchased—an 18 page pamphlet available free of charge from Superintendent of Documents, U. S. Government Printing Office, Washington 25, D. C.

GENERAL SERVICES ADMINISTRATION—GSA Supply Report — Mimeographed releases, two to six pages, free of charge through Office of Public Information

New Responsibilities for Advertising

(Continued from page 16)

cations, may swing to making goods out of what's available. Unusual advertising efforts may be necessary to inform and inspire dealers and to develop new industrial or consumer markets for these alternate products.

Changing Materials. Shortages may require the substitution of a plastic part for a metal part or an available ingredient for a scarce one. Again, both dealers and public must be informed and SOLD on such changes.

Changing Prices. Even under price controls there'll be revisions in prices, and the very existence of controls will make it imperative to use advertising to explain and justify such quotations to dealers and buyers.

Altering Packaging. Rising prices of metal foils and cellophane, scarcity of metals, possible allocations of plastics and military demands may dictate redesign of packages. This may require a vigorous advertising campaign to alert dealers to changes and keep up consumer sales volume.

Maintaining Dealer Relations. Shortages, errors of new employees, delays in delivery and other war headaches can strain dealer relations to breaking points. Heavier schedules in the trade press may be necessary to explain reasons and keep distribution organized for a less austere future.



NEVER BEFORE have two colliers of the "Seam" class been at the dock of the T. A. D. Jones and Company, Inc. at the same time. The vessel on the left is the "Sewanee Seam" discharging a cargo of the finest New River coal for distribution throughout Connecticut. The vessel on the right is the "Sewell Seam" taking on Bunker "C" Fuel Oil from the tanks of the T. A. D. Jones and Company, Inc.

THE LARGEST IN THE WORLD and the most modern are these Seam vessels, having a cargo capacity of almost 12,000 net tons of coal.

AT NEW HAVEN, the T. A. D. Jones and Company, Inc., maintains the only commercial tidewater dock between Providence and New York equipped to handle these huge vessels.

T. A. D. JONES & COMPANY, INC.
NEW HAVEN • BRIDGEPORT
CONNECTICUT

BUSINESS PATTERN

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

DURING July the Connecticut economy began to feel the effects of the Korean conflict. The most noticeable activity was in retail and wholesale trade where a wave of scare buying caused a sharp increase in sales with an accompanying rise in prices. In industry, arrangements were made so that certain of our plants would be ready for whatever war production is necessary, and a number of government contracts were awarded to firms within the state. However, these developments did not progress far enough in July to make any substantial impression on measurements of industrial activity for that month. In fact, because of heavy vacation closings, the indexes of manhours worked, freight shipments and cotton mill activity all declined moderately from the preceding month. Factory employment and construction activity components of the index advanced somewhat with the result that the index of general business activity in Connecticut remained unchanged in July at an estimated 27%

above normal. The United States index of industrial activity advanced one point in July and was recorded at an estimated +31%. Production of steel, lumber, paper and textile was at, or near, the respective all-time peak levels.

In July the index of manhours worked in Connecticut factories declined for the first time this year to an estimated 27% above normal. Many industrial concerns throughout the state carried out their plans for vacation shut-downs and as a result total manhours were considerably below the June level. Information received from the Manufacturers Association of Hartford County shows that because of the summer closings 79 plants in Hartford, New Britain and Bristol worked 14% less manhours in July than in the preceding month, a situation which is comparable to last year.

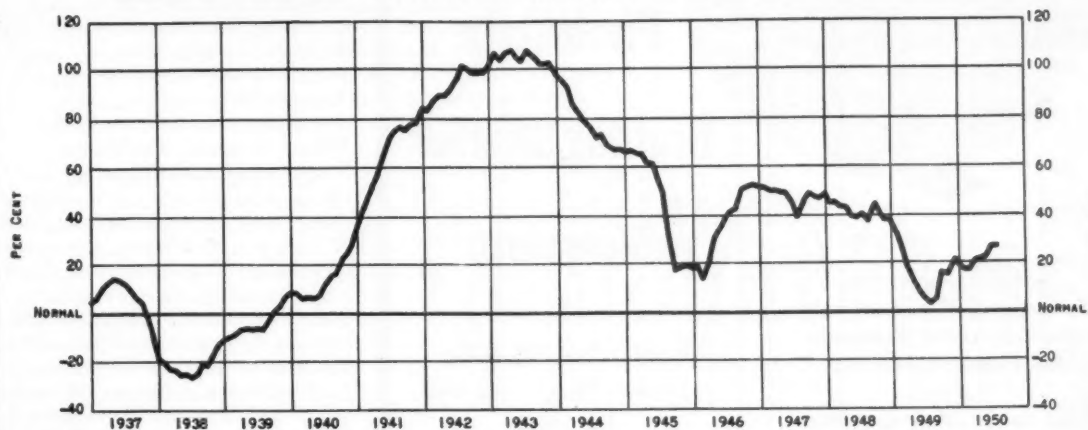
The index of manufacturing employment in Connecticut rose two percentage points in July to 27% above normal. Since manufacturing employment usually drops off somewhat during the

summer months the gain in the July index indicates that some companies are adding to their forces in order to meet civilian and new military demands. Total manufacturing employment, before seasonal adjustment, declined slightly in July to 361,000 from 363,000 in the preceding month. Small losses were distributed among the several types of business. The number of persons employed in non-manufacturing occupations increased by three thousand in July to 382,000. A large part of this gain was in the construction industry which added some two thousand workers during the month.

An unusual feature of July business activity was the wave of war-scare buying which broke out in all sections of the country. The rush started with the outbreak in Korea and is still continuing although a peak appears to have been reached during the latter part of July. Some indication of the increased volume of business is reflected in the Federal Reserve Board's report of Weekly Department Store Sales. By the week ending July 22 the dollar volume of sales had risen to 46% above the like week of 1949. Since then sales have fallen off somewhat, but for the week ending August 12 were still 26% over the corresponding period of a year ago.

As the demand for goods increased there was also a tendency for prices to start moving upward. In June of this year the wholesale commodity index was 95% above the January 1941 base. After that it advanced to +100% in July and then moved up four points to +104% at the middle of August. The consumers' price index rose from a June

GENERAL BUSINESS ACTIVITY IN CONNECTICUT COMPARED WITH NORMAL



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*What Connecticut Makes,
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IN ANY SHAPE
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Stamford, Connecticut



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Cabinets
Proof Presses, Balers, Cutters*

standing of 69% above the 1941 base to +71% in mid-July and indications are that August figures will show a further increase.

Compilation of the 1950 census has progressed to the point where the Census Bureau has released a set of preliminary figures. The population of the United States, as of April 30, 1950, has been tentatively placed at 150,520,000, which is 18,851,000 or 14.3% more than the 1940 total. The report revealed that the increase of the past ten years was larger than for any other decade in the history of the country. Also, there was considerable shifting of population among the states with the greatest

gains taking place in the Far West where California led all states with an increase of 51.6%. During the ten year period the population of Connecticut increased 286,000 or 16.7% and stood at 1,995,000 at the end of April. This was the only New England state, and one of the few Eastern states, to exceed the national average in percent of gain. Within the state, the population changes differed noticeably among the various localities, with many of the smaller communities showing the greater percentage increases. According to the latest census figures population gains in the ten largest towns in Connecticut were as follows:

Town	POPULATION		INCREASE	
	1950	1940	Number	Percent
Hartford	176,623	166,267	10,356	6.2
New Haven	164,206	160,605	3,601	2.2
Bridgeport	158,678	147,121	11,557	7.9
Waterbury	104,209	99,314	4,895	4.9
Stamford	73,869	61,215	12,654	20.7
New Britain	73,663	68,685	4,978	7.2
Norwalk	49,507	39,849	9,658	24.2
West Hartford	44,401	33,776	10,625	31.5
Meriden	43,748	39,494	4,254	10.8
Greenwich	40,385	35,509	4,876	13.7

**Connecticut Industry Promi-
nently Displayed at Eastern
States Exposition**

(Continued from page 13)

pany, Glastonbury; Bevin Brothers Manufacturing Company, East Hampton; Niles-Bement-Pond Company, West Hartford; Stanley Works, New Britain; Parker Stamp Works, Hartford; Arrow-Hart & Hegeman Electric Company, Hartford.

Ensign-Bickford Co., Simsbury; Clark Brothers Bolt Company, Milldale; Seth Thomas Clocks, Thomaston; Colt's Manufacturing Company, Hartford; Turner & Seymour Manufacturing Company, Torrington; Torrington Manufacturing Company, Torrington; Cushman Chuck Company, Hartford; Frank H. Whiting Company, Meriden; Wallace Barnes Company, Bristol; Morse Magneto Clock Company, West Haven.

Armstrong Manufacturing Company, Bridgeport; The Dictaphone Corporation, Bridgeport; Yale & Towne Manufacturing Company, Stamford; Cyril Johnson Woolen Company, Stafford Springs; Veeder-Root, Inc., Hartford; Trumbull Electric Manufacturing Company, Plainville; and Peck, Stow & Wilcox Company, Southington.

The Connecticut Building was in charge of the Connecticut Development Commission. Commissioner Raymond A. Loring of New Haven, Connecticut Trustee and Vice President of Eastern States Exposition, heads a committee of the Development Commission which oversees the operations of the building. Much of the detail work was handled by Elmer Coburn, director of the Research and Planning Division of the Development Commission, assisted by Lee Harding, field engineer.

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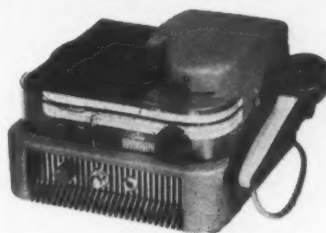
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Here is "Push-button" dictation . . .

...at its automatic BEST!

Totally unlike any previous type of dictating machine . . . the AUDOGRAPH Electronic Soundwriter permits you to work as fast as you can think!

Dictation is EASIER



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No delicate adjustment, nothing to get out of order. No arms to lift . . . no needle to locate. Its *single lever control* and lightweight hand microphone provide *instant action*.



...the secretary's pride and joy!

The AUDOGRAPH Secretarial Model gives to your secretary a quick release from the tedious and time-wasting part of her job—"taking" dictation. Instead, she has a new spirited servant that makes her work more resultful, more important, more interesting.

● In scores of reported cases, AUDOGRAPH dictation cuts in half the dictating and transcribing time. *You* get more work done in each day, and your *secretary* becomes a topflight "executive assistant."

● For full facts about AUDOGRAPH . . . the versatile, efficient, time and money-saving means of *getting things done* . . . just use the coupon. Why not do it *today*?



Gray
→ AUDOGRAPH

ELECTRONIC
SOUNDWRITER

AUDOGRAPH sales and service in 180 principal cities of the U. S. See your Classified Telephone Directory—under "Dictating Machines." Canada: Northern Electric Company, Ltd., sole authorized agents for the Dominion. Overseas: Westrex Corporation (export affiliate of Western Electric Company) in 53 foreign countries.

● THE GRAY MANUFACTURING COMPANY, HARTFORD 1, CONNECTICUT

● Send me Booklet I-10—"Now We Really Get Things Done!"

● Name

● Title..... Firm.....

● Street..... City.....





Bridgeport Brass is proud to be a part of Connecticut industry

NEW ENGLAND has given to all America the early impetus of its industrial supremacy.

Our history is full of examples of industrial leadership and know-how.

We are proud of our heritage, our traditions, and our accomplishments.

But we cannot rest upon our past record. A still greater future lies before us.

Out of the strength of our past can rise a still greater future. Modernized plants, new equipment, coupled with our great human resources of skill and ability, can make our future still greater than our past.

Teamwork between labor, capital, and management can help us reach this goal.

Connecticut is a great state in which to live, to work and to build our future.

BRIDGEPORT BRASS

BRIDGEPORT BRASS COMPANY, BRIDGEPORT 2, CONN. • ESTABLISHED 1865
Mills at Bridgeport, Connecticut, and Indianapolis, Indiana • In Canada: Noranda Copper and Brass Limited, Montreal

BUSINESS TIPS

from

School of Business Administration

University of Connecticut

Some Errors in the Cost Analysis of Change

By ARSEN DANN EMERZIAN, Assistant Professor of Management

THE individual firm's incessant search for competitive advantage is a fundamental characteristic of modern industrial society. One effective avenue, frequently employed, of obtaining this desirable status is through the discovery and utilization of new and better methods of production. In practically all cases, a change is involved; whether it be merely a transfer of infinitesimal body motions or the introduction of a completely automatic machine. Likewise, costs always accompany changes; some perhaps limited only to the analyst's labor cost, but others representing the purchase or development of expensive machines or machine tools. In all cases, these expenditures, regardless of size, can be considered as investments whose quality is reflected in the new cost for accomplishing the particular activity.

An analysis of change always involves a comparison; a comparison between the cost of the present method and one or more different methods of performing the same activity. Logically, that method which creates the lowest total cost in performing a specific activity is by definition the "most efficient."

Over the years, management has developed principles and procedures which can be applied to appraise the value of proposed changes. As in other areas, most of these principles are sound, but some are uncertain. Current practices manifest both caution and intelligent application as well as ridiculous misapplication. This brief article will not attempt to examine comprehensively the principles employed in appraising change, but rather to point out a few areas of misdirected practice.

The basic problem in appraising change is the determination and accurate measurement of the cost factors

involved. Assume the case of possibly replacing an existing machine with a new one. In order to arrive at an intelligent decision, the cost of operating both machines at the *required* production, as determined by sales forecasts, per some given unit of time, preferably one year, is necessary. During the process, some firms are guilty of the subtle mistake of predicating their calculations upon the capacities of the respective machines. This technique has the tendency of understating the unit costs of the machine with the greater capacity, or to state it differently, exaggerates the savings attributable to this method. It must be recognized that it is out of actual units produced that operating costs arise and savings are effected. To assume theoretical production figures invites miscalculation. In all cases, cost calculations for the various alter-

native methods should be equated to estimated production levels; otherwise later audit of the realized savings from the selected method will disclose a large negative variance from the estimated savings.

The utilization of the standard cost formulae in estimating the costs for the various alternative methods is another possible source of error, particularly in the assignment of other than direct expenses. In general, those applying this method of distributing material, labor and burden costs at predetermined rates, adjusted by current variances, are attempting to evaluate the alternative methods as part of the general cost structure of the factory. This is not necessary, and rarely can it be accurate. It is not necessary in the sense that the desired decision should not be predicated upon total production costs which include the absorption of costs arising from activities outside of the methods considered, but rather upon the specific costs which arise solely from the functioning of the method. For example, the absorption of plant depreciation is, in most cases unnecessary, unless the various alternative methods require appreciably different amounts of floor space. Even in this case, one must be cautious in assuming savings in floor space, because if the available area is not subsequently utilized, no savings actually exist.

With respect to the assignment of other than direct costs, application of the standard costing procedure may produce inaccurate statements of production costs. Specifically, this condition can arise through the assignment of manufacturing expenses by applica-



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NEW BRITAIN, CONN., Phone 3-0626 WAREHOUSE: KENSINGTON, CONN. MILFORD, CONN., Phone 2-0997

IS YOUR PRESENT LETTERHEAD A GOOD SALESMAN?



No matter how large your sales force may be, your letterheads make many more calls per day, representing your Company. Does your present letterhead do you justice? Does it look like your Company in 1950? Is it the kind of salesman you would choose?

We submit that the appearance of a letterhead is no detail to be overlooked. It is important. It can and does affect the thinking of your customers and prospects. Why not call 5-3157 and ask to see our portfolio of outstanding letterheads?

K & B

KELLOGG & BULKELEY
419 FRANKLIN AVE., HARTFORD 1
LITHOGRAPHIC DIVISION OF
CONNECTICUT PRINTERS, INCORPORATED

tion of the standard burden rate. In many cases, where the burden is distributed on the labor or machine hour basis, it may happen that the slower machine actually contributes less to the departmental burden structure than a faster machine for the same quantity of production. However, the mechanics of the costing technique requires the slower machine to carry a greater share of the cost. This method of assigning manufacturing expenses can be equitable only when the various alternatives' absorption of manufacturing expenses reflects the same relationship to their contribution to the burden structure. This condition is quite unlikely to even occur.

In order to avoid the errors mentioned in this brief article, one need only adhere to these three principles:

1. Always use forecasted production figures as the basis for cost construction.
2. Never assume fixed cost savings which are contingent upon the occurrence of other activities unless a large degree of certainty is present.
3. Each alternative method should be charged with only as much cost as its functioning creates.

This discussion has not intended to present a comprehensive analysis of the possible errors involved in appraising change, but rather to point out a few areas in which the practice of some firms can lead to inaccurate statements of conditions and thus to poor decision. In following the simple principles presented, it is felt that many changes, when later audited for actual results, will disclose a more accurate relationship to the estimated results.

New Responsibilities for Advertising

(Continued from page 16)

Overcoming Poor Retailing. The draft and high war plant pay again are likely to leave retailers with untrained and indifferent salespersons. This could cut into sales of goods. If it becomes as bad as it did during the last war, an effective program of store displays, sales helps, manuals, racks and other dealer aids may be required to maintain volume of business.

Making sales at the point of purchase and helping dealers overcome their problems could become one of the strategic functions of manufacturers.

Backing Up Salesmen. Manufacturers, too, may have difficulties in maintaining crack sales staffs and face alternatives of fewer men or newer

men. In either case, stepped up trade advertising can make the calls they can't and make more effective the calls they can make. Not to be neglected are opportunities to improve salesmen's efficiency by consumer promotions.

Counteracting Effects of Credit Controls. Tougher terms can keep many low-income families from buying goods under controls. More vigorous advertising may be necessary just to keep sales volumes up to today's level.

Changing Advertising Themes. Approaches, slogans and moods which were effective yesterday may not be effective tomorrow. Gay and flippant themes can become bad taste when Americans are dying in battle. Emphasis may have to be shifted from one value of a product to other values more in keeping with the times. New situations may give a product new fitness or new uses. Exploitation of new themes may require an intensified campaign.

Dramatic evidence of the importance of advertising in periods of fluid and uncertain markets appears in the record of expenditures during the last war. In the first year, when there was a nervousness like that which some are experiencing today, advertising outlays declined slightly. Then, as executives more thoroughly appraised conditions confronting them, advertising investments were increased and have been expanding ever since.

Here are figures of annual spending as estimated by Printers' Ink:

1941	\$2,235,700,000
1942	2,156,100,000
1943	2,496,400,000
1944	2,723,600,000
1945	2,874,500,000
1946	3,364,200,000
1947	4,259,700,000
1948	4,863,600,000
1949	5,202,200,000

That's the broad picture. While it must be evaluated in all budget planning, each company should weigh the probabilities of special conditions. Each concern's success will depend on how shrewdly it adapts its own policy to the particular problems likely to confront it in uncertain months ahead. These problems will exist regardless of what happens in Korea. The fact that can't be ignored is that the nation is committed to a long-term, semi-war economy and that for years ahead we will have heavier expenditures for arms, large numbers of men in uniform and some degree of regimentation.

ACCOUNTING HINTS

Contributed by the Hartford Chapter National Association of Cost Accountants to stimulate the use of better accounting techniques in industry.

Field Warehousing

By ELMER F. DOW

FIELD warehousing is a specialized warehousing function. It is useful as a customer service device. From an accounting and credit point of view, it is of especial interest because of its usefulness in instances where the customer's credit position is deemed inadequate.

Field warehousing permits merchandise in quantities sufficient to satisfy the customer's requirements to be consigned to a responsible field warehouse company at the location where the customer normally stores his inventory. The merchandise is there stored in a segregated and securely locked area under the control of the field warehouse company. The goods are available to the customer immediately upon his paying for them on such terms as the seller may stipulate, as for example, the following:

1. The supplier may arrange for the customer to make direct payment for each item he wishes to have released or arrangements may be made for the field warehouse company to procure a certified check or cashier's check from the customer for items to be released. In either case, the supplier would hold the warehouse receipts and by so doing would retain equitable title to the merchandise. Legal title would be allowed to pass to the customer in order to establish his liability to pay, but possession would be withheld pending payment.
2. The supplier may retain legal title to the merchandise. The customer would then be under no obligation

to pay for merchandise except as it is delivered to him from the field warehouse. In the event of bankruptcy, the goods would, of course, be turned back to the supplier.

3. The customer may instruct the field warehouse company in advance that warehouse receipts for the entire stock should be issued to his local bank. The customer will then instruct the local bank that on receiving such warehouse receipts they should pay the supplier the invoice value of the related goods and charge that

amount to a loan commitment made by the bank to the customer. The local bank would give assurance to the supplier that it would make such payments on receiving warehouse receipts. In this way the supplier would get his money immediately.

4. If the commodity is not readily marketable and the local bank is reluctant to make a loan to the customer, the supplier may give the bank a repurchase agreement agreeing to repurchase the merchandise at a specified price within a specified time in the event that the bank should be compelled to realize upon its security.

There may be certain disadvantages in employing field warehousing. Extensive adoption of the device might mean that a company would have the financial burden of an increased inventory and yet would lose much of the flexibility in operations resulting from having such inventory immediately available for distribution as needed. Under certain conditions returned goods could prove to be excessive under a plan of field warehousing.

Although minor disadvantages such as those referred to in the preceding paragraph should be recognized, there are many instances in which the use of field warehousing can be extremely advantageous.

MACRAE'S "Punch" has High Proof!

We know of no higher proof of MacRae's punch than the constancy of its advertisers over the last half-century. An analysis of the 57th Edition (1950) discloses that 71% of them have used this effective medium from 5 to 50 years. The breakdown below reflects the value of consistency in directory advertising as evidenced by more than 2500 leaders of American Industry.

100 PROOF FULLY-AGED ADVERTISERS

- 13 1/2 % Twenty-five years or older
- 10 % Twenty to twenty-four years old
- 12 1/2 % Fifteen to nineteen years old
- 12 % Ten to fourteen years old
- 23 % Five to nine years old
- 29 % One to four years old



MACRAE'S BLUE BOOK

New England District Office

Beach Rd., Guilford Lakes, Guilford, Connecticut
C. J. Rideout, Manager

Send for free Booklet
"Where Orders Originate"
for further information

IT'S MADE IN CONNECTICUT

EDITOR'S NOTE: This department, giving a partial list of peace-time products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings ordered by Connecticut producers. Interested buyers may secure further information by writing this department.

(Advertisement)

Blankets—Automatic Accounting Forms Underwood Corporation Bridgeport	Automotive Friction Fabrics Russell Mfg Co The Middletown	Baker-Goodyear Co The New Haven
Adding Machines Underwood Corporation Bridgeport	Automotive Parts Eis Manufacturing Co (Hydraulic and Mechanical) Middletown	General Electric Company Bridgeport
Advertising Specialties H C Cook Co The 32 Beaver St Ansonia	Automotive & Service Station Equipment Raybestos Div of Raybestos-Manhattan Inc The (brake service machinery) Bridgeport	Bleaching, Dyeing, Printing & Finishing Glago Finishing Co The Glago
Aero Webbing Products Russell Mfg Co Middletown	Scovill Manufacturing Company (Canned Oil Dispensers) Waterbury 91	United States Finishing Company The (textile fabrics) Norwich
Air Compressors Airline Manufacturing Company The Warehouse Point	Automotive Tools Eis Manufacturing Company Middletown	Blocks Howard Company (cupola fire clay) New Haven
Air Conditioning Norwalk Airconditioning Corp The (forced air heating units oil fired) South Norwalk	Badges and Metals Waterbury Companies Inc Waterbury	Blower Fans Colonial Blower Company Plainville
Air Impellers The Torrington Manufacturing Co Torrington	Bags—Paper American Paper Goods Company The Kensington	Blower Systems Colonial Blower Company Plainville
Aircraft Sikorak Aircraft Division United Aircraft Corporation (helicopters) Bridgeport	Bakelite Moldings Watertown Mfg Co The Watertown	Blueprints and Photostats Joseph Merritt & Co Hartford
Aircraft Accessories Chandler Evans Division Niles-Bement-Pond Co (jet engine accessories, aircraft carburetors, fuel pumps, water pumps and Protek plugs) West Hartford	Balls Abbott Ball Co The (steel bearing and burnishing) Hartford	Boilers Bigelow Co The New Haven
Aircraft Instruments Gorn Electric Company Inc Stamford	Banbury Mixers Farrel-Birmingham Company Inc Ansonia	Boils and Nuts Blake & Johnson Co The (nuts machine screw-bolts, stove) Waterville
Aircraft—Repair & Overhaul Airport Department Pratt & Whitney Aircraft Division Rentschler Field East Hartford	Barrels Abbott Ball Co The (burnishing and tumbling) Hartford	Bottle Openers Clairglow Mfg Company Portland
Air Ducts Wiremold Co The (Retractable) Hartford	Bathroom Accessories Autoyre Company The Oakville	Box Board Lydall & Foulds Paper Co The Manchester
Air Heaters—Direct Fired Peabody Engineering Corporation Stamford	Bath Tubs Dextone Company New Haven	Boxes Airline Manufacturing Company (steel cash, bond, security and mail boxes) Warehouse Point
Aluminum Castings Eastern Malleable Iron Company The Naugatuck	Batteries Bond Electric Corporation Division of Olin Industries Inc (flashlight, radio, hearing aid and others) New Haven	Boxes and Crates City Lumber Co of Bridgeport Inc The Bridgeport
Aluminum Forgings Scovill Manufacturing Company Waterbury 91	Bearings Fafnir Bearing Co (ball) New Britain	Boxes—Paper—Folding Atlantic Carton Corp Norwich
Aluminum Ingots Lapides Metals Corp New Haven	New Departure Div of General Motors (ball) Bristol	Boxes—Paper—Setup Bridgeport Paper Box Co Bridgeport
Aluminum—Sheets & Coils United Smelting & Aluminum Co Inc New Haven	Norma-Hoffmann Bearings Corp (ball and roller) Stamford	Brake Cables Eis Manufacturing Co Middletown
Ammunition Remington Arms Co Inc and Peters Cartridge Div Bridgeport	Bellows Bridgeport Thermostat Company Inc (metallic) Bridgeport	Brake Linings Raybestos Div of Raybestos-Manhattan Inc The (automotive and industrial) Bridgeport
Anodizing Conn Metal Finishing Co Hamden	Bellows Assemblies Bridgeport Thermostat Company Inc Bridgeport	Brake Service Parts Eis Manufacturing Co Middletown
Apparel Fabrics—Woolen & Worsted Broad Brook Company Broad Brook	Bells Bevin Brothers Mfg Co. East Hampton	Brass & Bronze American Brass Co The (sheet, wire, rods, tubes) Waterbury
Artificial Leather Permatex Fabrics Corp The Jewett City	Gaynor Electric Company Inc (and buzzers) Bridgeport	Bridgeport Brass Company (sheet, rod, wire and tubing) Bridgeport
Asbestos Auburn Manufacturing Company The (gaskets, packings, wicks) Middletown	N N Hill Brass Co The East Hampton	Bristol Brass Corp The (sheet, wire, rods) Bristol
Asbestos & Rubber Packing Colt's Manufacturing Company Hartford	Belt Fasteners Bristol Company The Waterbury	Chase Brass & Copper Co Waterbury
Assemblies—Small Greist Manufacturing Co The New Haven	Saling Manufacturing Company (patented self-aligning) Unionville	Miller Company The (phosphor bronze and brass in sheets, strips, rolls) Meriden
Auto Cable Housing Wiremold Company Hartford	Belted Hartford Belting Co Hartford	Plume & Atwood Mfg Co The (sheet, wire, rod) Thomaston
Automatic Control Instruments Bristol Co The (temperature, pressure, flow, humidity, time) Waterbury	Benching Russell Mfg Co The Middletown	Scovill Manufacturing Company Waterbury 91
Automobile Accessories Kilborn-Sauer Company (lights and other accessories) Fairfield	Bends—Pipe or Tube National Pipe Bending Co The 160 River St New Haven	Tinsheet Metals Co The (sheets and rolls) Waterbury
Raybestos Div of Raybestos-Manhattan Inc The (brake lining, rivet brass, clutch facings, packing) Bridgeport	Bent Wood Products Sorensen & Peters Inc Pawcatuck	Western Brass Mills Division of Olin Industries Inc (sheet, strip) New Haven
Automotive Bodies Metropolitan Body Company Bridgeport	Bicycle Coaster Brakes New Departure Div General Motors Corp Bristol	
	Bicycle Sundries New Departure Div General Motors Corp Bristol	
	Binders Board Colonial Board Company Manchester	
	Biological Products Ernst Bischoff Company Inc Ivoryton	
	Blackening Salts for Metals Mitchell-Bradford Chemical Co Bridgeport	
	Blades Capewell Manufacturing Company Metal Saw Division (hack saw and band saw) Hartford	

IT'S MADE IN CONNECTICUT

Brass & Bronze Ingot Metal
 Plume & Atwood Mfg Co The Thomaston
 Whipple and Choate Company The Bridgeport
Brass, Bronze & Aluminum Castings
 Victors Brass Foundry Inc Guilford
Brass Goods
 American Brass Company The Waterbury
 Plume & Atwood Mfg Co The (to order)
 Rostand Mfg Co The (Ecclesiastical Brass Wares) Milford
 Scovill Manufacturing Company (to order) Waterbury 91
 Western Brass Mills Division of Olin Industries Inc (to order) New Haven
Brass Mill Products
 American Brass Company The Waterbury
 Bridgeport Brass Co Bridgeport
 Chase Brass & Copper Co Waterbury
 Plume & Atwood Mfg Co The Thomaston
 Scovill Manufacturing Company Waterbury 91
 Western Brass Mills Division of Olin Industries Inc New Haven
Brass Wall Plates
 Gaynor Electric Company Inc Bridgeport
Brick-Building
 Donnelly Brick Co The New Britain
Bricks-Fire
 Howard Company New Haven
Bright Wire Goods
 Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and Eyes, C H Hooks) New Haven
Broaching
 Hartford Special Machinery Co The Hartford
Brooms-Brushes
 Fuller Brush Co The Hartford
Buckles
 B Schwanda & Sons Staffordville
 G E Prentice Mfg Co The Kennington
 Hatheway Mfg Co The (Dee Rings) Bridgeport
 Hawie Mfg Co The Bridgeport
 John M Russell Mfg Co Inc Naugatuck
 North & Judd Manufacturing Co New Britain
 Patent Button Co The Waterbury
Buffing Compounds
 Roberts Rouge Co The Stratford
Buffing & Polishing Compositions
 Apothecaries Hall Co Waterbury
 Lea Mfg Co Waterbury
Buffing Wheels
 Williamsville Buff Div The Bullard Clark Company Danielson
Burners
 Plume & Atwood Mfg Co The (kerosene oil lighting) Waterbury
Burners-Automatic
 Peabody Engineering Corporation Stamford
Burners-Coal and Oil
 Peabody Engineering Corporation (Combined) Stamford
Burners-Gas
 Peabody Engineering Corporation (Blast Furnace) Stamford
Burners-Gas and Oil
 Peabody Engineering Corporation (Combined) Stamford
Burners-Refinery
 Peabody Engineering Corporation (For Gas and Oil) Stamford
Buttons
 B Schwanda & Sons Staffordville
 Colt's Manufacturing Company Hartford
 L C White Company The Waterbury
 Frank Parizek Manufacturing Co The West Willington
 Patent Button Co The Waterbury
 Scovill Manufacturing Company (Uniform and Tack Fasteners) Waterbury 91
Cabinets
 Charles Parker Co The (medicine) Meriden
Cabinet Work
 Hartford Builders Finish Co Hartford
Cable-Asbestos Insulated
 Rockbestos Products Corp New Haven
Cable-BX Armored
 General Electric Company Bridgeport
Cable-Nonmetallic Sheather
 General Electric Company Bridgeport
Cable-Service Entrance
 General Electric Company Bridgeport
Cages
 Andrew B Hendryx Co The (bird and animal) New Haven
Cams
 American Cam Company Inc Hartford
 Hartford Special Machinery Co The Hartford
 Rowbottom Machine Company Inc Waterbury
Canvas Products
 F B Skiff Inc Hartford
Capacitors
 Electro Motive Mfg Co Inc The (mica & trimmer) Willimantic

Card Clothing
 Standard Card Clothing Co The (for textile mills) Stafford Springs
Carpenter's Tools
 Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Saw Vises) New Haven
Carpet Cushion
 Sponge Rubber Products Co Inc Shelton
Carpets and Rugs
 Bigelow-Sanford Carpet Co Thompsonville
Casters
 Bassick Company The (Industrial and General) Bridgeport
Casters-Industrial
 George P Clark Co Windsor Locks
Castings
 Bradley & Hubbard Mfg Co The (grey iron, brass, bronze, aluminum) Meriden
 Connecticut Foundry Co (grey iron) Rocky Hill
 Connecticut Malleable Castings Co (malleable iron castings) New Haven
 Charles Parker Co The (grey iron) Meriden
Castings
 Eastern Malleable Iron Company The (malleable iron, metal and alloy) Naugatuck
 Farrel-Birmingham Company Inc (Mechanite, Nodular Iron, Steel) Ansonia
 Gillette-Vibber The (grey iron, brass, bronze, aluminum, also Bronze Bushing Stock) New London
 Plainville Casting Company (gray, alloy and high tensile irons) Plainville
 John M Russell Mfg Co Inc (brass, bronze and aluminum) Naugatuck
 Malleable Iron Fittings Co (malleable iron and steel) Branford
 McLagon Foundry Co (grey iron) New Haven
 Newton-New Haven Co (zinc and aluminum) 688 Third Ave West Haven
 Philbrick-Booth & Spencer Inc (grey iron) Hartford
 Scovill Manufacturing Company (Brass & Bronze) Waterbury 91
 Seasons Foundry Co The (grey iron) Bristol
 Union Mfg Co (grey iron & semi steel) New Britain
 Waterbury Foundry Company The (highway & sash weights) Waterbury
 Wilcox Crittenden & Co Inc (gray iron and brass) Middletown
Castings-Permanent Mould
 Bradley & Hubbard Mfg Co The (zinc and aluminum) Meriden
Chain
 John M Russell Mfg Co Inc Naugatuck
Chain-Welded and Weldless
 Bridgeport Chain & Mfg Co Bridgeport
Chain-Bead
 Bead Chain Mfg Co The Bridgeport
 H G H Products Co Inc Shelton
Chemical Manufacturing
 Carwin Company The North Haven
Chemicals
 American Cyanamid Company Waterbury
 Apothecaries Hall Co Waterbury
 Carwin Company The North Haven
 Edcan Laboratories South Norwalk
 Macalaster Bicknell Company New Haven
 MacDermid Incorporated Waterbury
 Naugatuck Chemical Division United States
 Rubber Co Naugatuck
 New England Lime Company Canaan
 Pfizer & Co Inc Chas Grotton
Chemicals-Agricultural
 Naugatuck Chemical Division United States
 Rubber Co (insecticides, fungicides, weed killers) Naugatuck
Chemicals-Aromatic
 Naugatuck Chemical Division United States
 Rubber Co Naugatuck
Chemicals-Rubber
 Robert J King Company Inc The Norwalk
Christmas Light Clips
 Foursome Manufacturing Company (various sizes and styles) Bristol
Chromium Plating
 Chromium Corp of America Waterbury
 Chromium Process Company The Shelton
 Nutmeg Chrome Corporation Hartford
Chucks
 Cushman Chuck Co The Hartford
Chucks & Face Plate Jaws
 Union Mfg Co New Britain
Chucks-Power Operated
 Cushman Chuck Co The Hartford
Clay
 Howard Company (Fire Howard "B" and High Temperature Dry) New Haven
Cleansing Compounds
 MacDermid Incorporated Waterbury
Clock Mechanisms
 Lux Clock Mfg Co The Waterbury

Clocks
 E Ingraham Co The Bristol
 Seth Thomas Clocks Thomaston
 United States Time Corporation The Waterbury
Clocks-Alarm
 Lux Clock Mfg Co The Waterbury
 New Haven Clock and Watch Co The (spring & electric) New Haven
 William L. Gilbert Clock Corporation The Winsted
Clocks-Automatic Cooking
 Lux Clock Mfg Co The Waterbury
Clutches
 Snow-Nabstedt Gear Corp The New Haven
Clutch Facings
 Russell Mfg Co The Middletown
Clutch-Friction
 Raybestos Div of Raybestos-Manhattan Inc The (clutch facings-molded, woven, fabric, metallic) Bridgeport
Coffee Makers
 General Electric Company Bridgeport
Coils-Pipe or Tube
 National Pipe Bending Co The 160 River St New Haven
 Whitlock Manufacturing Co The Hartford
Coin Tokens
 Waterbury Companies Inc Waterbury
Commercial Heat Treating
 A F Holden Company The 52 Richard St West Haven
Commercial Truck Bodies
 Metropolitan Body Company Bridgeport
Compressors
 Norwalk Company Inc (high pressure air and gas) South Norwalk
Concrete Products
 Plastricrete Corp Hamden
Cones
 Sonoco Products Co (Climax-Lowell Div) (Paper) Mystic
Consulting Engineers
 Stanley P Rockwell Co Inc The (Consulting) 296 Homestead Ave Hartford
Contract Machining
 Malleable Iron Fittings Company Branford
Contract Manufacturers
 Greist Mfg Co The (metal parts and assemblies) 503 Blake St New Haven
 Merriam Mfg Co (production runs-metal boxes and containers to specifications) Durham
 Plume & Atwood Mfg Co The (metal parts & assemblies) Waterbury
 Scovill Manufacturing Company (metal parts and assemblies) Waterbury 91
 J H Sessions & Son Bristol
Controllers
 Bristol Company The Waterbury
 Manning Maxwell & Moore Inc Bridgeport
Conversion Gas Range
 Bland Burner Co The Hartford
Conversion Oil Range Burner
 Bland Burner Co The Hartford
Conveyor Systems
 Leeds Electric and Mfg Co The Hartford
 Production Equipment Co Meriden
Copper
 American Brass Corp The (sheet, wire, rods, tubes) Waterbury
 Bridgeport Brass Company (sheet, wire and tubing) Bridgeport
 Bristol Brass Corp The (sheet) Bristol
 Chase Brass & Copper Co (sheet, rod, wire tube) Waterbury
 Thinsheet Metals Co The (sheets and rolls) Waterbury
 Western Brass Mills Division of Olin Industries Inc (sheet, strip) New Haven
Copper Sheets
 American Brass Company The Waterbury
 New Haven Copper Co The Seymour
Copper Shingles
 New Haven Copper Co The Seymour
Copper Water Tube
 American Brass Company The Waterbury
 Bridgeport Brass Co Bridgeport
Cords-Asbestos
 General Electric Company Bridgeport
Cords-Braided
 General Electric Company Bridgeport
Cords-Heater
 General Electric Company Bridgeport
Cords-Portable
 General Electric Company Bridgeport
Cord Sets
 General Electric Company Bridgeport
Cork Cots
 Sonoco Products Co (Climax-Lowell Div) Mystic
Corrugated Box Manufacturers
 Danbury Square Box Co The Danbury (Advt.)

IT'S MADE IN CONNECTICUT

Corrugated Shipping Cases		Elastic Webbing		Engines	
Connecticut Corrugated Box Div Robert Gair	Portland	Ansonia O & C Co	Ansonia	Pratt & Whitney Aircraft Div United Aircraft	East Hartford
Co Inc	Portland	Russell Mfg Co The	Middletown	Corp (aircraft)	East Hartford
D L & D Container Corp 87 Shelton Ave	New Haven	Electric Appliances	Bridgeport	Wolverine Motor Works Inc (diesel stationary marine)	Bridgeport
Cosmetic Containers		Electric Cables		Envelopes	
Eyelet Specialty Co The	Waterbury	Rockbestos Products Corp (asbestos insulated)	New Haven	Curtis 1000 Inc	Hartford
Plume & Atwood Mfg Co The (metal)	Waterbury	Electric-Communtators & Segments	Ansonia	United States Envelope Company, Hartford Division	Hartford
Cosmetics		Electric Coils		Envelopes—Stock and Special	
J B Williams Co The	Glastonbury	Cameron Elec Mfg Co The (rewinding motors)	Ansonia	American Paper Goods Company The	Kensington
Northam Warren Corporation	Stamford	Electric Cords		Extractors—Tap	
Cotton and Asbestos Wicking	Hartford	Rockbestos Products Corp (asbestos insulated)	New Haven	Walton Company The	West Hartford
Cotton Yarn	Moosup	Electric Eye Control		Eyelets	
Floyd Cranska Co The	Moosup	United Cinephone Corporation	Torrington	American Brass Company The	Waterbury
Counting Devices		Electric Fixture Wire		L C White Company The	Waterbury
Veeder-Root Inc	Hartford	Rockbestos Products Corp (asbestos insulated)	New Haven	Platt Bros & Co The P O Box 1030	Waterbury
Couplings—Self-Sealing		Electric Hand Irons		Plume & Atwood Mfg Co The	Waterbury
Sperry Products Inc	Danbury	Winsted Hardware Mfg Co (trade mark "Durabilt")	Winsted	Scovill Manufacturing Company	Waterbury 91
Crushers		Electric Insulation		Eyelets, Ferrules and Wiring Terminals	
Farrel-Birmingham Company Inc (Stone and Ore)	Ansonia	Case Brothers Inc	Manchester	American Brass Company The	Waterbury
Cups—Paper		Rogers Corporation The	Manchester	Waterbury Mfg Co The (size 15 machines only)	Waterbury
American Paper Goods Company The ("Puritan")	Kensington	Electric Knife Sharpeners		Eyelet Machine Products	
Cut Stone		Gorn Electric Company Inc The	Stamford	American Brass Company The	Waterbury
Dextone Co The	New Haven	Electric Lighting Fixtures		Waterbury Mfg Co The (size 15 machines only)	Waterbury
Cutters		Plume & Atwood Mfg Co The	Waterbury	Fabricated Alloys	
Barnes Tool Company The (pipe cutters, hand)	New Haven	Electric Motor Controls		Rolock Inc (Heat Treating, Finishing)	Southport
O K Tool Co Inc The (inserted tooth milling)	Shelton	Arrow-Hart & Hegeman Electric Co The	Hartford	Fancy Dress Buttons and Buckles	
Standard Machinery Co The (rotary board, single and duplex)	Mytic	Electrical Outlet and Switch Boxes, and Covers		Waterbury Companies Inc	Waterbury
Delayed Action Mechanism		General Electric Company	Bridgeport	Fans—Electric	
M H Rhodes Inc	Hartford	Electric Panel Boards		General Electric Company	Bridgeport
R W Cramer Company Inc The	Centerbrook	Federal Electric Products Co Inc	Hartford	Fasteners—Slide & Snap	
Diamonds—Industrial		Electric Safety Switches		G E Prentice Mfg Co The	Kensington
Diamond Tool and Die Works	Hartford	Federal Electric Products Co Inc	Hartford	Scovill Manufacturing Company (snap and slide fasteners)	Waterbury 91
Dictating Machines		Electric Shavers		Felt	
Dictaphone Corporation	Bridgeport	Schick Incorporated	Stamford	Auburn Manufacturing Company The (mechanical, cut parts)	Middletown
Gray Manufacturing Company The	New Haven	Electric Signs		Felt—All Purpose	
Soundscribe Corporation The	New Haven	United Advertising Corp	New Haven	American Felt Co (Mill & Cutting Plant)	Glenville
Die Castings		Electric Switches		Chas W House & Sons Inc (Mills & Cutting Plant)	Cutting Unionville
Newton-New Haven Co Inc	New Haven	Arrow-Hart & Hegeman Electric Co The	Hartford	Fenders—Boat	
Die Casting Dies		Electric Time Controls		Sponge Rubber Products Co Inc	Shelton
ABA Tool & Die Co	Manchester	R W Cramer Company Inc The	Centerbrook	Fibre Board	
Parker Stamp Works Inc The	Hartford	Electric Timepieces		Case Brothers Inc	Manchester
Weimann Bros Mfg Co The	Derby	New Haven Clock and Watch Co The (automobile and alarm)	New Haven	C H Norton Co The	North Westchester
Die Castings (Aluminum & Zinc)		Electric Wire		Rogers Corporation (Specialty)	Manchester
Corbin Cabinet Lock Div American Hardware Corp	New Britain	Rockbestos Products Corp (asbestos insulated)	New Haven	Stevens Paper Mills Inc The	Windsor
Stewart Die Casting Div	Stewart Warner Corp	Electric Wiring Devices		Film Spools	
Die-Heads—Self Opening		Arrow-Hart & Hegeman Electric Co The	Hartford	Watkins Manufacturing Co Inc	Milford
Eastern Machine Screw Corp The	Truman & Barclay Sts	Electrical Circuit Breakers		Finger Nail Clippers	
Geometric Tool Co The	New Haven	Federal Electric Products Co Inc	Hartford	H C Cook Co The	32 Beaver St Ansonia
Die Polishing Machinery		Electrical Conduit Fittings & Grounding Specialties		File Cards	
Hartford Special Machinery Co The	Hartford	Gillette-Vibber Company The	New London	Standard Card Clothing Co The	Stafford Springs
Die Sets		Electrical Control Apparatus		Firearms	
Union Mfg Co (precision, steel and semi-steel)	New Britain	Federal Electric Products Co Inc	Hartford	Colt's Manufacturing Company	Hartford
Dies		Electrical Goods		Marlin Firearms Co The	New Haven
Hoggson & Pettis Mfg Co The 141 Brewery St.	Hartford	A C Gilbert Co	New Haven	O F Mossberg & Sons Inc	New Haven
Parker Stamp Works Inc The (plastics and die castings)	Hartford	Electrical Insulation		Remington Arms Company Inc	Bridgeport
Dies and Die Sinking		Stevens Paper Mills Inc The	Windsor	Winchester Repeating Arms Company Division	New Haven
Consolidated Industries	West Cheshire	Electrical Motors		Olin Industries Inc	New Haven
Dish Washing Machines		U S Electrical Motors Inc	Milford	Fire Hose	
Colt's Manufacturing Company	Hartford	Electrical Recorders		Fabrics Fire Hose (municipal and industrial)	Sandy Hook
Disk Harrows		Bristol Co The	Waterbury	Fireplace Goods	
Orkil Inc—Cutaway Harrow Division	Higganum	Electrical Relays and Controls		American Windshield & Specialty Co The	Milford
Door Closers		Allied Control Co	Plantville	881 Boston Post Road	Chapel
P & F Corbin Division The American Hardware Corp	New Britain	Electrical Wiring Systems		John P Smith Co The (screens)	423-33 Chapel St New Haven
Sargent & Company	New Haven	Wiremold Co The	Hartford	Fireproof Floor Joists	
Yale & Towne Manufacturing Company The	Stamford	Electronics		Dextone Co The	New Haven
Dowel Pins		Crystal Research Laboratories Inc	Hartford	Fireworks	
Allen Manufacturing Co The	Hartford	Gray Manufacturing Company The	Middletown	M Backes' Sons Inc	Wallingford
Holo-Krome Screw Corp The	West Hartford	Ripley Co	Middletown	Fishing Tackle	
Drafting Accessories		Electroplating		Bevin-Wilcox Line Co The (lines)	East Hampton
Joseph Merritt & Co	Hartford	National Sherardizing & Machine Co	Hartford	H C Cook Co The 32 Beaver St	Ansonia
Drilling Machines		Waterbury Plating Company	Waterbury	Horton Mfg Co The (reels, rods, lines)	Bristol
Henry & Wright Manufacturing Company The (sensitive)	Hartford	Electroplating—Equipment & Supplies		Jim Harvey Div Local Industries Inc (nets, lures)	Lakeville
Drilling and Tapping Machinery		Enthone Inc	New Haven	Flashlights	
Hartford Special Machinery Co The	Hartford	MacDermid Incorporated	Waterbury	Bond Electric Corporation Division of Olin Industries Inc	New Haven
Drop Forgings		Electroplating Processes & Supplies		Bridgeport Metal Goods Mfg Co	Bridgeport
Atwater Mfg Co	Plantville	United Chromium Incorporated	Waterbury	Winchester Repeating Arms Company Division	New Haven
Bridgeport Hdwe Mfg Corp The	Bridgeport	Electrotypes		Floor & Ceiling Plates	
Capewell Mfg Company	Hartford	W T Barnum & Co Inc (all classes)	New Haven	Beaton & Cadwell Mfg Co The	New Britain
Consolidated Industries	West Cheshire	Elevators		Gaynor Electric Co Inc	Bridgeport
Wilcox Crittenden & Co Inc	Middletown	Eastern Machinery Co The (passenger and freight)	New Haven	Fluorescent Lighting Equipment	
Druggists' Rubber Sundries		General Elevator Service Co	Hartford	Vanderman Manufacturing Co The	Wilmington
Seamless Rubber Company The	New Haven	Enameling		Wiremold Company The	Hartford
Elastic Braid		Conn Metal Finishing Co	Hamden	Food Mixers—Electric	
Ansonia O & C Co	Ansonia	Waterbury Plating Company	Waterbury	General Electric Company	Bridgeport
		Enameling and Finishing		Forgings	
		Claireglow Mfg Co	Portland	Clark Brothers Bolt Co	Middale
				Heppenstall Co (all kinds and shapes)	Bridgeport (Advt.)

IT'S MADE IN CONNECTICUT

Forgings (Continued)
 Scovill Manufacturing Company (Non-ferrous) Waterbury 91

Foundries
 Connecticut Malleable Castings Co (malleable iron castings) New Haven
 Farrel-Birmingham Company Inc (Iron and Steel) Ansonia
 Plainville Casting Company (gray, alloy and high tensile irons) Plainville
 Sessions Foundry Co The (iron) Bristol
 Union Mfg Co (gray iron & semi steel) New Britain
 Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) Middletown

Foundry Riddles
 John P Smith Co The 423-33 Chapel St New Haven

Fuel Oil Pump and Heater Sets
 Peabody Engineering Corporation Stamford

Furnaces
 Norwalk Airconditioning Corp The (warm air oil fired) South Norwalk
 W S Rockwell Company (Industrial) Fairfield

Furnace Linings
 Mullite Refractories Co The Shelton

Furniture Pads
 Gilman Brothers Company The Gilman

Fuses—Plug and Cartridge
 General Electric Company Bridgeport

Gage Blocks
 Fonda Gage Company (Fonda lifetime-carbide and steel) Stamford

Galvanizing
 Malleable Iron Fittings Co Branford
 Wilcox Crittenden & Co Inc Middletown

Galvanizing & Electrical Plating
 Gillette-Vibber Co The New London

Gaskets
 Auburn Manufacturing Company The (from all materials) Middletown
 Raybestos Div of Raybestos-Manhattan Inc The Bridgeport

Gas Scrubbers, Coolers and Absorbers
 Peabody Engineering Corporation Stamford

Gauges
 Bristol Co The (pressure and vacuum—recording automatic control) Waterbury
 Fonda Gage Company (special) Stamford
 Helicoid Gage Division American Chain & Cable Co Inc (pressure and vacuum) Bridgeport

Gearing
 Manning Maxwell & Moore Inc Stratford

Gears and Gear Cutting
 Farrel-Birmingham Company Inc Ansonia
 Hartford Special Machinery Co The Hartford

Giftwares
 Waterbury Companies Inc Waterbury

Glass Blowing
 Macalaster Bicknell Company New Haven

Glass Cutters
 Fletcher-Terry Co The Forestville

Golf Equipment
 Horton Mfg Co The (clubs, shafts, balls, bags) Bristol

Governors
 Pickering Governor Co The (speed regulating, centrifugal, hydraulic) Portland

Greeting Cards
 A D Steinbach & Sons Inc New Haven

Grinding
 Centerless Grinding Co Inc The (Precision custom grinding; centerless, cylindrical, surfaces, internal and special) 19 Staples St Bridgeport
 Farrel-Birmingham Company Inc (Roll and Cylindrical) Ansonia
 Hartford Special Machinery Co The (gears, threads, cams and splines) Hartford

Grinding Machines
 Farrel-Birmingham Company Inc (Roll) Ansonia

Rowbottom Machine Company Inc (cam) Waterbury

Grommets
 American Brass Company The Waterbury

Plume & Atwood Mfg Co The Waterbury

Hand Tools
 Bridgeport Hdwe Mfg Corp The (nail pullers, scout axes, box opening tools, trowels, coping saws, putty knives) Bridgeport
 James J Ryan Tool Works The (screwdrivers, machinists' punches, cold chisels, scratch awls and nail sets) Southington

Hardness Testers
 Wilson Mechanical Instrument Company Bridgeport

Hardware
 Bassick Company The (Automotive) Bridgeport
 P & F Corbin Division The American Hardware Corp (builders) New Britain
 Sargent & Company New Haven
 Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown

Hardware (Continued)
 Yale & Towne Manufacturing Company The (builders) Stamford

Hardware—Marine & Bus
 Rostand Mfg Co The Milford

Hardware—Trailer Cabinet
 Excelsior Hardware Co The Stamford

Hardware, Trunk & Luggage
 Corbin Cabinet Lock Div American Hardware Corp New Britain
 J H Sessions & Son Bristol
 Yale & Towne Manufacturing Company The Stamford

Hat Machinery
 Doran Bros Inc Danbury

Health, Surgical & Orthopedic Supports
 Berger Brothers Company The (custom made for back, breast, and abdomen) New Haven

Heat Exchangers
 Whitlock Manufacturing Co The Hartford

Heat Elements
 Safeway Heat Elements Inc (woven wire resistance type) Middletown

Heat Treating
 A F Holden Co The 52 Richard St West Haven
 Bennett Metal Treating Co The 1945 New Britain Ave Elmwood
 Driscoll Wire Company The Shelton
 New Britain-Gridley Machine Division New Britain
 The New Britain Machine Co New Britain
 Stanley P Rockwell Co Inc The 296 Homestead Ave Hartford

Heat-Treating Equipment
 A F Holden Company The 52 Richard Street West Haven (Main Plant) Oakville
 Autoyre Company The Southport
 Kolock Inc (Baskets, Muffles, etc.) Southport
 Stanley P Rockwell Co Inc The (commercial) 296 Homestead Ave Hartford
 Wallace Barnes Co The Div Associated Spring Corp Bristol

Heat Treating Salts and Compounds
 A F Holden Company The 52 Richard Street West Haven Bridgeport

Heating Apparatus
 Mitchell-Bradford Chemical Co Bridgeport

Heating and Cooling Coils
 Miller Company The (domestic oil burners and heating devices) Meriden

Heating and Cooling Coils
 G & O Manufacturing Co New Haven

Heavy Chemicals
 Naugatuck Chemical Division United States Rubber Co (sulphuric, nitric and muriatic acids and aniline oil) Naugatuck

Hex-Socket Screws
 Bristol Company The Waterbury
 Holo-Krome Screw Corp The West Hartford

Highway Guard Rail Hardware
 Malleable Iron Fittings Co Branford

Hinges
 Homer D Bronson Company Beacon Falls

Hobs and Hobblings
 ABA Tool & Die Co Manchester

Holists and Trolleys
 Union Mfg Company New Britain

Home Laundry Equipment
 General Electric Company Bridgeport

Hose Supporters
 Ansonia O & C Co Ansonia

Hose Supporter Trimmings
 Hawie Mfg Co The (So-Lo Grip Tabs) Bridgeport

Hospital Signal Systems
 Connecticut Telephone & Electric Division of Great American Industries Inc Meriden

Hot Water Heaters
 Petroleum Heat & Power Co (Instantaneous domestic oil burner) Stamford

Hydraulic Brake Fluids
 Eis Manufacturing Co Middletown

Hydraulic Controls
 Sperry Products Inc Danbury

Industrial Finishes
 Chemical Coatings Corporation Rocky Hill
 United Chromium Incorporated Waterbury
 Zapon Finishes Atlas Powder Co Stamford

Industrial and Marking Tapes
 Seamless Rubber Company The New Haven

Infra-Red Equipment
 Leeds Electric and Mfg Co The Hartford

Insecticides
 American Cyanamid Company Waterbury
 Darworth Incorporated ("Coracide" DDT Dispenser) Simsbury

Insecticide Bomb
 Bridgeport Brass Company (Aer*a*sol) Bridgeport

Insulated Wire Cords & Cable
 Kerite Insulated Wire & Cable Co Inc The Seymour

Instruments
 Bristol Company The Waterbury
 J-B-T Instruments Inc (Electrical and Temperature) New Haven
 Manning Maxwell & Moore Inc Bridgeport

Insulation
 Gilman Brothers Co The Gilman

Insulating Refractories
 Mullite Refractories Co The Shelton

Insulating Tape
 Ansonia O & C Co Ansonia

Inter-Communications Equipment
 Connecticut Telephone & Electric Division of Great American Industries Inc Meriden

Interval Timers
 Lux Clock Manufacturing Company Waterbury
 Rhodes Inc M H Hartford

Ironing Machines—Electric
 General Electric Company Bridgeport

Jacquard
 Case Brothers Inc Manchester

Japanning
 J H Sessions & Son Bristol

Jewelry Findings
 Waterbury Companies Inc Waterbury

Jig Borer
 Moore Special Tool Co (Moore) Bridgeport

Jig Grinder
 Moore Special Tool Co (Moore) Bridgeport

Joining
 Raybestos Div of Raybestos-Manhattan Inc The (compressed sheet) Bridgeport

Key Blanks
 Corbin Cabinet Lock Div American Hardware Corp New Britain
 Sargent & Company New Haven
 Yale & Towne Manufacturing Company The Stamford

Labels
 J & J Cash Inc (Woven) South Norwalk
 Naugatuck Chemical Division United States Rubber Co (for rubber articles) Naugatuck

Label Moisteners
 Better Packages Inc Shelton

Laboratory Equipment
 Eastern Industries Inc New Haven

Laboratory Supplies
 Macalaster Bicknell Company New Haven

Laces
 Wilcox Lace Corp The Middletown

Lacquers & Synthetic Enamels
 Chemical Coatings Corporation Rocky Hill
 Dagmar Chemical Company Inc Glenbrook
 United Chromium Incorporated Waterbury
 Zapon Finishes Atlas Powder Co Stamford

Ladders
 A W Flint Co 196 Chapel St New Haven

Lamps
 Plume & Atwood Mfg Co The (metal oil) Waterbury

Lampholders—Incandescent and Fluorescent
 General Electric Company Bridgeport

Lamp Shades
 Verplex Company The Essex

Lathe—Contin-U-Matic
 Bullard Company The (vertical multi-spindle-continuous turning type) Bridgeport

Lathe—J&H Man-Au-Frol
 Bullard Company The (horizontal 3 spindle) Bridgeport

Lathe—Multi-Au-Matic
 Bullard Company The (vertical multi-spindle-indexing type) Bridgeport

Lathe—Vertical Turret
 Bullard Company The (single spindle) Bridgeport

Laundry Roll Covers
 Atlas Powder Company (Revolite) Stamford

Lead Plating
 Christie Plating Co The Groton

Leather
 Herman Roser & Sons Inc (Genuine Pigskin) Glastonbury
 Geo A Shepard & Sons Co The (sheepskin, shoe upper, garment, grain and suede) Bethel

Leather Dog Furnishings
 Andrew B Hendryx Co The New Haven
 The Smith-Worthington Saddlery Co Hartford

Leather Goods Trimmings
 G E Prentice Mfg Co The Kensington

Leather, Mechanical
 Auburn Manufacturing Company The (packings, cups, washers, etc) Middletown

Letterheads
 Lehman Brothers Inc (designers, engravers, lithographers) New Haven

Lighting Accessories—Fluorescent
 General Electric Company Norfolk

Lights—Trouble
 General Electric Company Bridgeport

Lighting Equipment
 Miller Co The (Miller, Duplexalite, Ivanhoe) Meriden

Lime
 United Manufacturing Co New Haven

Lime
 New England Lime Company Canaan

Lipstick Containers
 Bridgeport Metal Goods Mfg Co Bridgeport (Adv.)

I T ' S M A D E I N C O N N E C T I C U T

Lithography
Kellogg & Bulkeley A Division of Connecticut Printers Inc Hartford
New Haven Printing Company The New Haven
A D Steinbach & Sons New Haven
Locks—Banks
Yale & Towne Manufacturing Company The Stamford
Locks—Builders
P & F Corbin Division The American Hardware Corp New Britain
Sargent & Company New Haven
Yale & Towne Manufacturing Company The Stamford
Locks—Cabinet
Corbin Cabinet Lock Div American Hardware Corp New Britain
Excelsior Hardware Co The Stamford
Yale & Towne Manufacturing Company The Stamford
Locks—Special Purpose
Yale & Towne Manufacturing Company The Stamford
Locks—Suit-Case and Trimmings
Corbin Cabinet Lock Div American Hardware Corp New Britain
Excelsior Hardware Co The Stamford
Yale & Towne Manufacturing Company The Stamford
Locks—Trunk
Yale & Towne Manufacturing Company The Stamford
Excelsior Hardware Co The Stamford
Yale & Towne Manufacturing Company The (and suitcase) Stamford
Locks—Zipper
Excelsior Hardware Co The Stamford
Loom—Non-Metallic
Wiremold Company The Hartford
Luggage Fabric
Falls Company The Norwalk
Lumber & Millwork Products
City Lumber Co of Bridgeport Inc Bridgeport
Collins Company The Collinsville
Machine Tools
Bullard Company The Bridgeport
Machine Work
Farrel-Birmingham Company Inc Ansonia
Fenn Manufacturing Company The (precision parts) Hartford
Hartford Special Machinery Co The (contract work only) Hartford
National Sherardizing & Machine Co (job) Hartford
Parker Stamp Works Inc The (Special) Hartford
Swan Tool & Machine Co The Hartford
Torrington Manufacturing Co The (special rolling mill machinery) Torrington
Machinery
Fenn Manufacturing Company The (Special) Hartford
Globe Tapping Machine Company (dial type drilling and tapping) Bridgeport
Hallden Machine Company The (mill) Thomaston
Standard Machinery Co The (bookbinders) Mystic
Torrington Manufacturing Co The (mill) Torrington
Machinery—Bolt and Nut
Waterbury Farrel Foundry & Machine Co The Waterbury
Machinery—Cold Heading
Waterbury Farrel Foundry & Machine Co The Waterbury
Machinery Dealers & Rebuilders
Botwinik Brothers New Haven
J L Lucas and Son Fairfield
Machinery—Metal-Working
Bristol Metal-Working Equipment Hartford
Waterbury Farrel Foundry & Machine Co The Waterbury
Machinery—Nut
Waterbury Farrel Foundry & Machine Co The (forming and tapping) Waterbury
Machinery—Screw and Rivet
Waterbury Farrel Foundry & Machine Co The Waterbury
Machinery—Wire Drawing
Waterbury Farrel Foundry & Machine Co The Waterbury
Machines
Campbell Machine Div American Chain & Cable Co Inc (cutting & nibbling) Bridgeport
Coulter & McKenzie Machine Co The (special, new development engineering design and construction) Bridgeport
Patent Button Company The Waterbury
Machines—Automatic
A H Nilson Mach Co The (Special) Bridgeport
Machines—Automatic Chucking
Bullard Company The Bridgeport
New Britain-Gridley Machine Division The New Britain Machine Co. (multiple spindle and double end) New Britain

Machines—Automatic Screw
New Britain-Gridley Machine Division The New Britain Machine Co (single and multiple spindle) New Britain
Machines—Automatic Shaft Turning
Bullard Company The (30H lathe—horizontal 3 spindle) Bridgeport
Machines—Conveyor
Bullard Company The (Bullard-Dunn rotary conveyor indexing type) Bridgeport
Machines—Contin-U-Matic
Bullard Company The (vertical multi-spindle—continuous turning) Bridgeport
Machines—Draw Benches
Fenn Manufacturing Company The Hartford
Machines—Drill Spacing
Bullard Company The (Man-Au-Trol spacer—used in conjunction with radial drills) Bridgeport
Machines—Drop Hammers
Fenn Manufacturing Company The Hartford
Machines—Forming
A H Nilson Mach Co The (four-slide wire and ribbon steel) Bridgeport
Machines—Mult-Au-Matic
Bullard Company The Bridgeport
Machines—Paper Ruling
John McAdams & Sons Inc Norwalk
Machines—Precision Boring
New Britain-Gridley Machine Division The New Britain Machine Co New Britain
Machines—Rolling
Fenn Manufacturing Company The Hartford
Machines—Slotting
Waterbury Farrel Foundry & Machine Co The (screw head) Waterbury
Machines—Swaging
Fenn Manufacturing Company The Hartford
Machines—Thread Rolling
Hartford Special Machinery Co The Hartford
Waterbury Farrel Foundry & Machine Co The Waterbury
Machines—Turks Head
Fenn Manufacturing Company The Hartford
Machines—Well Drilling
Consolidated Industries West Cheshire
Machines—Wire Drawing
Fenn Manufacturing Company The Hartford
Mail Boxes
Airline Manufacturing Company The Warehouse Point
Mail Boxes, Apartment & Residential
Corbin Cabinet Lock Div American Hardware Corp New Britain
Mailing Machines
Pitney-Bowes Inc Stamford
Manicure Instruments
W E Bassett Company The Derby
Manganese Bronze Ingot
Whipple and Choate Company Bridgeport
Marine Engines
Kilborn-Sauer Company (running lights and searchlights) Fairfield
Lathrop Engine Co The Mystic
Marine Equipment
Wilcox Crittenden & Co Inc Middletown
Marine Reverse Gears
Snow-Nabstedt Gear Corp The New Haven
Marking Devices
Hoggson & Pettis Mfg Co The New Haven
Parker Stamp Works Inc The (steel) Hartford
Matrices
W T Barnum & Co Inc New Haven
Mattresses
Waterbury Mattress Co Waterbury
Mechanics Hand Tools
Bridgeport Hdwe Mfg Corp The (screw drivers, wrenches, pliers, cold chisels, hammers, auto repair tools) Bridgeport
Metal Boxes and Displays
Durham Manufacturing Company The Durham
Metal Cleaners
Apothecaries Hall Co Waterbury
MacDermid Incorporated Waterbury
Metal Cleaning Machines
Colt's Manufacturing Company Hartford
Metal Finishes
Mitchell-Bradford Chemical Co Bridgeport
United Chromium Incorporated Waterbury
Metal Finishing
National Sherardizing & Machine Co Hartford
Waterbury Plating Company Waterbury
Metal Formings
Master Engineering Company West Cheshire
Metalizing
Conn Metal Finishing Co Hamden
Metal Novelties
H C Cook Co The 32 Beaver St Ansonia

Metal Products—Stampings
American Brass Company The Waterbury
J H Sessions & Son Bristol
Scovill Manufacturing Company (Made-to-Order) Waterbury 91
Metal Specialties
Excelsior Hardware Co The Stamford
Metal Stampings
American Brass Company The Waterbury
Autore Co The (Small) Oakville
Bridgeport Chain & Mfg Co Bridgeport
DooVal Tool & Mfg Inc The Naugatuck
Excelsior Hardware Co The Stamford
Greist Mfg Co The 503 Blake St New Haven
H C Cook Co The 32 Beaver St Ansonia
Master Engineering Company West Cheshire
J A Otterbein Company The (metal fabrications) Middletown
J H Sessions & Son Bristol
Patent Button Co The Waterbury
G E Prentice Mfg Co The Kensington
Plume & Atwood Mfg Co The Waterbury
Saling Manufacturing Company Unionville
Stanley Works The New Britain
Swan Tool & Machine Co The Hartford
Verplex Company The (Contract) Essex
Waterbury Lock & Specialty Co The Milford
Meters—Gas
Sprague Meter Company Bridgeport
Meters—Parking
Rhodes Inc M H Hartford
Microscope—Measuring
Lundeberg Engineering Company Hartford
Milk Bottle Carriers
John P Smith Co The 423-33 Chapel St New Haven
Millwork
Hartford Builders Finish Co Hartford
Millboard
Raybestos Div of Raybestos-Manhattan Inc The Bridgeport
Milling Machines
Rowbottom Machine Company Inc (cam) Waterbury
Mill Supplies
Wilcox Crittenden & Co Inc Middletown
Minute Minders
Lux Clock Mfg Co The Waterbury
Mirror Rosettes and Hangers
Waterbury Companies Inc Waterbury
Mixing Equipment
Eastern Industries Inc New Haven
Monuments
Beij & Williams Co The Hartford
Motor Switches
Gaynor Electric Company Inc Bridgeport
Moulded Plastic Products
Colt's Manufacturing Company Hartford
Patent Button Co The Waterbury
Waterbury Companies Inc Waterbury
Watertown Mfg Co The 117 Echo Lake Road Watertown
Mouldings
Himmel Brothers Co The (architectural, metal and store front) Hamden
Moulds
ABA Tool & Die Co Manchester
Hoggson & Pettis Mfg Co The (steel) New Haven
114 Brewery St New Haven
Lundeberg Engineering Company (plastics) Hartford
Parker Stamp Works Inc The (compression injection & transfer for plastics) Hartford
Sessions Foundry Co The (heat resisting for non-ferrous metals) Bristol
Napper Clothing
Standard Card Clothing Co The (for textile mills) Stafford Springs
Nettings
Wilcox Lace Corp The Middletown
Nickel Anodes
Apothecaries Hall Co Waterbury
Seymour Mfg Co The Seymour
Nickel Silver
American Brass Company The Waterbury
Plume & Atwood Mfg Co The Thomaston
Seymour Mfg Co The Seymour
Waterbury Rolling Mills Inc (sheets, strips, rolls) Waterbury
Western Brass Mills Division of Olin Industries Inc (sheet, strip) New Haven
Nickel Silver Ingot
Whipple and Choate Company The Bridgeport
Night Latches
P & F Corbin Division The American Hardware Corp New Britain
Sargent & Company New Haven
Yale & Towne Manufacturing Company The Stamford
Non-ferrous Metal Castings
Miller Company The Meriden
Nuts, Bolts and Washers
Clark Brothers Bolt Co Milldale (Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Office Equipment
 Pitney-Bowes Inc Stamford
 Underwood Corporation Bridgeport & Hartford
Offset Printing
 Kellogg & Bulkeley A Division of Connecticut Printers Inc Hartford
 New Haven Printing Company The New Haven

Oil Burners
 Malleable Iron Fittings Co (domestic) Branford
 Miller Company The (domestic) Meriden
 Peabody Engineering Corp (Mechanical and /or Steam Atomizer) Stamford
 Petroleum Heat & Power Co (domestic, commercial and industrial) Stamford
 Silent Glow Oil Burner Corp The Hartford
 1477 Park St Fairfield
 W S Rockwell Company (Industrial) Fairfield

Oil Burner Wick
 Raybestos Div of Raybestos-Manhattan Inc The Bridgeport

Oil Tanks
 Norwalk Tank Co The (\$50 to 30M gals, underwriters above and under ground) South Norwalk
 Whitlock Manufacturing Co The Hartford

Optical Cores & Ingots
 Plume & Atwood Mfg Co The Thomaston

Outlets—Electric
 General Electric Company Bridgeport

Ovens
 W S Rockwell Company (Industrial) Fairfield

Package Sealers
 Better Packages Inc Shelton

Packing
 Auburn Manufacturing Company The (leather, rubber, asbestos, fibre) Middletown
 Raybestos Div of Raybestos-Manhattan Inc The (rubber sheet and automotive) Bridgeport

Padlocks
 Corbin Cabinet Lock Div American Hardware Corp New Britain
 Sargent & Company New Haven

Paints and Enamels
 Vale & Towne Manufacturing Company The Stamford

Paints and Enamels
 Waterbury Lock & Specialty Co The Milford

Paints and Enamels
 Staminate Corp The New Haven
 Trendennick Paint Mfg Co The Meriden

Pants
 Moore Special Tool Co (crush wheel dresser) Bridgeport

Paperboard
 Connecticut Corrugated Box Div Robert Gair Co Inc Portland
 New Haven Pulp & Board Co The New Haven
 Robertson Paper Box Co Montville

Paper Boxes
 Atlantic Carton Corp (folding) Norwich
 National Folding Box Co Inc (folding) New Haven

Paper Boxes—Folding and Setup
 New Haven Pulp & Board Co The New Haven
 Robertson Paper Box Co (folding) Montville

Paper Boxes—Folding and Setup
 Bridgeport Paper Box Company Bridgeport
 M Backes' Sons Inc Wallingford
 Warner Brothers Company The Bridgeport

Paper Clips
 H C Cook Co The (steel) 32 Beaver St Ansonia

Paper Mill Machinery
 Farrel-Birmingham Company Inc Ansonia

Paper Tubes and Cores
 Sonoco Products Co (Climax-Lowell Div) Mystic

Parallel Tubes
 Sonoco Products Co (Climax-Lowell Div) Mystic

Parkerizing
 Clairglow Mfg Company Portland

Parking Meters
 Rhodes Inc M H Hartford

Pattern-Makers
 Farrel-Birmingham Company Inc Ansonia

Penlights
 Bridgeport Metal Goods Mfg Co Bridgeport

Pet Furnishings
 Andrew B Hendryx Co The New Haven

Pharmaceutical Specialties
 Ernst Bischoff Company Inc Ivoryton

Phosphor Bronze
 American Brass Company The Waterbury
 Miller Company The (sheets, strips, rolls) Meriden

Phosphor Bronze Ingots
 Seymour Mfg Co The Seymour
 Waterbury Rolling Mills Inc (sheets, strips, rolls) Waterbury

Photographic Equipment
 Whipple and Choate Company The Bridgeport
 Kalart Company Inc Plainville

Photo Reproduction
 New Haven Printing Company The New Haven

Piano Repairs
 Pratt Read & Co Inc (keys and action) Ivoryton

Piano Supplies
 Pratt Read & Co (keys and actions, backs, plates) Ivoryton

Pile Fabrics
 Sidney Blumenthal & Co Inc (For furniture, automobiles, railroads, women's wear, toys) Shelton

Pin Up Lamps
 Verplex Company The Essex

Pipe
 American Brass Co The (brass and copper) Waterbury
 Bridgeport Brass Co (brass & copper) Bridgeport

Pipe
 Chas Brass & Copper Co (red brass and copper) Waterbury
 Crane Company (fabricated) Bridgeport
 Howard Co (cement well and chimney) New Haven

Pipe Fittings
 Corley Co Inc The (300# AAR) Plainville
 Malleable Iron Fittings Co Branford

Pipe Plugs
 Holo-Krome Screw Corporation The (counter-sunk) West Hartford

Pipe Plugs—Socketed
 Holo-Krome Screw Corp The West Hartford

Plastics
 Naugatuck Chemical Division United States Rubber Co Naugatuck
 Sponge Rubber Products Co Inc (expanded cellular) Shelton

Plastic Buttons
 Colt's Manufacturing Company Hartford
 Frank Parizek Manufacturing Co The West Willington

Plastic Buttons
 Waterbury Companies Inc Waterbury
 Patent Button Co The Waterbury

Plastic Gens
 Colt's Manufacturing Company Hartford

Plastics Machinery
 Farrel-Birmingham Company Inc Ansonia

Plastics—Moulders
 Colt's Manufacturing Company Hartford
 Conn Plastics Waterbury

Plastics—Moulders
 General Electric Company Meriden
 Geo S Scott Mfg Co The Wallingford
 Waterbury Companies Inc Waterbury
 Watertown Mfg Co The Watertown

Plastics—Moulds & Dies
 Parker Stamp Works Inc The (for plastics) Hartford

Plasticrete Bloc
 Plasticrete Corp Hamden

Plates—Switch
 General Electric Company Bridgeport

Platers
 Christie Plating Co Groton
 Patent Button Co The Waterbury

Platers
 Waterbury Plating Company Waterbury
 Chromium Process Company The (Chromium Plating only) Derby

Platers' Equipment
 Apothecaries Hall Company Waterbury
 MacDermid Incorporated Waterbury

Platers Metal
 Plume & Atwood Mfg Co The Thomaston

Plating
 Christie Plating Co The (including lead plating) Groton
 Conn Metal Finishing Co Hamden

Plating Processes and Supplies
 United Chromium Incorporated Waterbury

Plumbers' Brass Goods
 Bridgeport Brass Co Bridgeport
 Keeney Mfg Co The (special bends) Newington

Plumbing Specialties
 Scovill Manufacturing Company Waterbury 48

Pole Line Hardware
 John M Russell Mfg Co Inc Naugatuck

Pole Line Hardware
 Malleable Iron Fittings Co Branford

Police Equipment
 The Smith-Worthington Saddlery Co Hartford

Polishing Wheels
 Williamsville Buff Div The Bullard Clark Company Danielson

Poly Chokes
 Poly Choke Company The (a shotgun choking device) Tariffville

Postage Meters
 Pitney-Bowes Inc Stamford

Powdered Metal Products
 Powmetco Inc East Port Chester
 Waterbury Companies Inc Waterbury

Power Presses
 Fenn Manufacturing Company The Hartford

Prefabricated Buildings
 City Lumber Co of Bridgeport Inc The Bridgeport

Preservatives—Wood, Rope, Fabric
 Darworth Incorporated ("Cuprinol") Simsbury

Press Buttons
 Gaynor Electric Company Inc Bridgeport

Press Papers
 Case Brothers Inc Manchester

Presses
 Farrel-Birmingham Company Inc (Hydraulic) Ansonia

Presses
 Henry & Wright Manufacturing Company The (automatic mechanical) Hartford

Presses—Power
 Standard Machinery Co The (plastic molding, embossing, and die cutting) Mystic

Pressure Vessels
 Waterbury Farrel Foundry & Machine Co The Waterbury

Pressure Vessels
 Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70) South Norwalk

Printing
 Whitlock Manufacturing Co The Hartford

Printing
 Case Lockwood & Brainard A Division of Connecticut Printers Inc Hartford

Printing
 Finlay Brothers Hartford
 Heminway Corporation The Waterbury
 Hunter Press Hartford

Printing Machinery
 New Haven Printing Company The New Haven

Printing Machinery
 Banthin Engineering Co (automatic) Bridgeport

Printing Rollers
 Thomas W Hall Company Stamford

Printing Rollers
 Chambers-Storck Company Inc The (engraved) Norwich

Production Control Equipment
 United Cinephone Corporation Torrington

Production Control Equipment
 Wassell Organization (Produce-Trol) Westport

Production Welding
 Consolidated Industries West Cheshire

Propellers—Aircraft
 Hamilton Standard Propellers Div United Aircraft Corp East Hartford

Pumps
 Yale & Towne Manufacturing Company The (Tri-rotor) Stamford

Pumps—Small Industrial
 Eastern Industries Inc New Haven

Pump Valves
 Colt's Manufacturing Company Hartford

Punches
 Hoggson & Pettis Mfg Co The (ticket & cloth) 141 Brewery St New Haven

Putty Softeners—Electrical
 Fletcher Terry Co The Box 415 Forestville

Pyrometers
 Bristol Co The (recording and controlling) Waterbury

Quartz Crystals
 Crystal Research Laboratories Inc Hartford

Radiation-Finned Copper
 Bush Manufacturing Co West Hartford

Radiation-Finned Copper
 G & O Manufacturing Company The New Haven

Radiators—Engine Cooling
 Vulcan Radiator Co The (steel and copper) Hartford

Radiators—Engine Cooling
 G & O Manufacturing Co New Haven

Radio and Television Components
 General Electric Company Bridgeport

Radio Receivers
 General Electric Company Bridgeport

Rayon Specialties
 Hartford Rayon Corporation The Rocky Hill

Rayon Yarns
 Hartford Rayon Corporation The Rocky Hill

Reamers
 O K Tool Co Inc The (inserted tooth) 33 Hull St Shelton

Recorders
 Bristol Co The (automatic controllers, temperature, pressure, flow, humidity) Waterbury

Reduction Gears
 Farrel-Birmingham Company Inc Ansonia
 Snow-Nabstedt Gear Corp The New Haven

Refractories
 Howard Company New Haven

Regulators
 Norwalk Valve Company (for gas and air) South Norwalk

Resistance Wire
 Sorensen & Company Inc Stamford

Respirators
 C O Jelliff Mfg Co The (nickel, chromium, kanthal) Southport

Respirators
 American Optical Company Safety Division Putnam (Advt.)

IT'S MADE IN CONNECTICUT

Retainers		Scales—Industrial Dial		Shoe and Corset Laces	
Hartford Steel Ball Co The (bicycle & automotive)	Hartford	Kron Company The	Bridgeport	Ansonia O & C Co	Ansonia
Riveting Machines		Scissors		Showcase Lighting Equipment	
Grant Mfg & Machine Co The	Bridgeport	Acme Shear Company The	Bridgeport	Wiremold Company The	Hartford
H P Townsend Manufacturing Co The	Elmwood	Screens		Shower Stalls	
L-R Mfg Div of The Ripley Co	Torrington	Hartford Wire Works Co The (Windows, Doors and Porches)	Hartford	Dextone Company	New Haven
Raybestos Div of Raybestos-Manhattan Inc The (brake service equipment)	Bridgeport	Screw Caps		Signals	
Rivets		Weimann Bros Mfg Co The (small for bottles)	Derby	H C Cook Co The (for card files)	Ansonia
Blake & Johnson Co The (brass, copper and non-ferrous)	Waterbury	Screw Machines		Sizing and Finishing Compounds	
Clark Brothers Bolt Co	Milldale	H P Townsend Mfg Company The	Elmwood	American Cyanamid Company	Waterbury
Connecticut Manufacturing Company The	Waterbury	Screw Machine Accessories		Slide Fasteners	
Plume & Atwood Mfg Co The	Waterbury	Barnaby Manufacturing and Tool Company	Bridgeport	G E Prentice Mfg Co The	Kensington
J H Sessions & Sons	Bristol	Screw Machine Products		North & Judd Manufacturing Co	New Britain
Raybestos Div of Raybestos-Manhattan Inc The (brass and aluminum tubular and solid copper)	Bridgeport	Apex Tool Co Inc The	Bridgeport	Patent Button Co The	Waterbury
Raybestos Div of Raybestos-Manhattan Inc The (iron)	Bridgeport	Blake & Johnson Co The	Waterbury	Slings	
Roasters—Electric		Bristol Screw Corporation	Plainville	American Steel & Wire Company	New Haven
Rods		Centerless Grinding Co Inc The (Heat treated and ground type only)	Hartford	Smoke Stacks	
American Brass Company The (copper, brass, bronze)	Waterbury	19 Staples Street	Bridgeport	Bigelow Company The (steel)	New Haven
Bristol Brass Corp The (brass and bronze)	Bristol	Connecticut Manufacturing Company The	Waterbury	Soap	
Scovill Manufacturing Company (brass and bronze)	Waterbury 91	Consolidated Industries	West Cheeshire	J B Williams Co The (industrial soaps, toilet soaps, shaving soaps)	Glastonbury
Roller Skates		Eastern Machine Screw Corp The	New Haven	Solder—Soft	
Winchester Repeating Arms Company Division	New Haven	Truman & Barclay Sits	Winsted	Torrey S Crane Company	Plantsville
Rolling Mills and Equipment		Fairchild Screw Products Inc	Winsted	Special Machinery	
Olin Industries Inc	New Haven	Franklin Screw Machine Co The (up to 1 1/4" capacity)	Hartford	Farrel-Birmingham Company Inc	Ansonia
Farrel-Birmingham Company Inc	Ansonia	Greist Mfg Co The (Up to 1 1/4" capacity)	New Haven	Henry & Wright Manufacturing Company The	Hartford
Waterbury Farrel Foundry & Machine Co The	Waterbury	Humason Mfg Co The	Forestville	H P Townsend Mfg Company The	Elmwood
Rolls		Lowe Mfg Co The	Wethersfield	Lundberg Engineering Company	Hartford
Farrel-Birmingham Company Inc (Chilled and Alloy Iron, Steel)	Ansonia	National Automatic Products Company The	Berlin	National Sherardizing & Machine Co (mandrels & stock shells for rubber industry)	Hartford
Rope Wire		Nelson's Screw Machine Products	Plantsville	Swan Tool & Machine Co The	Hartford
American Steel & Wire Company	New Haven	New Britain Machine Company The	New Britain	Special Parts	
Rubber Chemicals		Olson Brothers Company (up to 3/4" capacity)	Plainville	Greist Mfg Co The (small machines, especially precision stampings)	New Haven
Naugatuck Chemical Division United States Rubber Co	Naugatuck	Peck Spring Co The	Plainville	J H Sessions & Son	Bristol
Stamford Rubber Supply Co The ("Factice")	Stamford	Plume & Atwood Mfg Co The	Waterbury	Special Industrial Locking Devices	
Vulcanized Vegetable Oils	Stamford	Scovill Manufacturing Company	Waterbury 91	Corbin Cabinet Lock Div American Hardware Corp	New Britain
Rubber—Cellular		Wallace Metal Products Co Inc	New Haven	Special Tools & Dies	
Sponge Rubber Products Co Inc	Shelton	Waterbury Machine Tools & Products Co (B & S & Swiss type automatic)	Waterbury	Lundberg Engineering Company	Hartford
Rubberized Fabrics		Waterville Mfg Co The	Waterville	Spinnings	
Duro-Gloss Rubber Co The	New Haven	Watkins Manufacturing Co Inc	Milford	Gray Manufacturing Company The	Hartford
Rubber Footwear		Screw Machine Tools		Sponge Rubber	
Goodyear Rubber Co The	Middletown	American Cam Company Inc (Circular Form Tools)	Hartford	Sponge Rubber Products Co The	Shelton
United States Rubber Company (Keds, Keddets, Gaytees, U S Royal Footwear)	Naugatuck	Somma Tool Co (precision circular form tools)	Waterbury	United States Rubber Company	Naugatuck
Rubber Gloves		Screws		Spring Coiling Machines	
Seamless Rubber Company The	New Haven	American Screw Company	Willimantic	Bowden Engineering Co (Torsion)	Bristol
Rubber Heels		Atlantic Screw Works (wood)	Hartford	Torrington Manufacturing Co The	Torrington
Danbury Rubber Co Inc The	Danbury	Blake & Johnson Co The (machine and wood)	Waterville	Spring Units	
Rubber Latex Compounds and Dispersions		Bristol Company The (socket set and socket cap screws)	Waterbury	Owen Silent Spring Co Inc (mattresses and furniture)	Bridgeport
Naugatuck Chemical Division United States Rubber Co (coating, impregnating and adhesive compounds)	Naugatuck	Charles Parker Co The (wood)	Meriden	Spring Washers	
Rubber Mill Machinery		Clark Brothers Bolt Co	Milldale	Wallace Barnes Co The Div Associated Spring Corp	Bristol
Farrel-Birmingham Company Inc	Ansonia	Connecticut Mfg Co The (machine)	Waterbury	Springs—Coil & Flat	
Rubber Products, Mechanical		Holo-Krome Screw Corporation The (socket set and socket cap)	West Hartford	Foursome Manufacturing Company	Bristol
Auburn Manufacturing Company The (washers, gaskets, molded parts)	Middletown	Scovill Manufacturing Company	Waterbury 91	Han-Dee Spring and Manufacturing Co The (Coil and Flat)	Hartford
Canfield Co The H O	Bridgeport	Screws—Socket		Humason Mfg Co The	Forestville
Rubber—Reclaimed		Allen Manufacturing Company The	Hartford	New England Spring Manufacturing Company	Unionville
Naugatuck Chemical Division United States Rubber Co	Naugatuck	Holo-Krome Screw Corp The	West Hartford	Peck Spring Co The	Unionville
Rubber Soles		Sealing Tape Machines		Wallace Barnes Co The Div Associated Spring Corp	Bristol
Danbury Rubber Co Inc The	Danbury	Better Packages Inc	Shelton	Springs—Flat	
Rubber Tile		Sewing Machines		Foursome Manufacturing Company	Bristol
Danbury Rubber Co Inc The	Danbury	Greist Mfg Co The (Sewing machine attachments)	503 Blake St New Haven	Wallace Barnes Co The Div Associated Spring Corp	Bristol
Rubbish Burners		Merrrow Machine Co The (Industrial)	Hartford	New England Spring Manufacturing Company	Unionville
John P Smith Co The	423-33 Chapel St New Haven	Singer Manufacturing Company The (industrial)	Bridgeport	Springs—Furniture	
Saddlery		Shaving Soaps		Owen Silent Spring Co Inc	Bridgeport
The Smith-Worthington Saddlery Co	Hartford	J B Williams Co The	Glastonbury	Springs—Wire	
Safety Clothing		Acme Shear Co The (household)	Bridgeport	Colonial Spring Corporation The	Hartford
American Optical Company Safety Division	Putnam	Shells	Waterbury	Connecticut Spring Corporation The (compression, extension, torsion)	Hartford
Safety Fuses		Sheet Metal Products		D R Templeman Co (Jewelry)	Plainville
Ensign-Bickford Co The (mining & detonating)	Simsbury	Airline Manufacturing Company The	Warehouse Point	Foursome Manufacturing Company	Bristol
Safety Gloves and Mittens		American Brass Co The (brass and copper)	Waterbury	J W Bernston Company (coil and torsion)	Plainville
American Optical Company Safety Division	Putnam	Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays)	Durham	Springs, Wire & Flat	
Safety Goggles		Plume & Atwood Mfg Co The	Waterbury	Autoyre Company The	Oakville
American Optical Company Safety Division	Putnam	United Advertising Corp Manufacturing Division (Job and Production Runs)	New Haven	Stamped Metal Products	
Sandblasting		Sheet Metal Stampings		American Brass Company The	Waterbury
Beij & Williams Co The	Hartford	American Brass Company The	Waterbury	Waterbury Companies Inc	Waterbury
Sandwich Grills—Electric		American Buckle Co The	West Haven	Stamps	
General Electric Company	Bridgeport	DooVal Tool & Mfg Inc The	Naugatuck	Hogson & Pettis Mfg Co The (steel)	New Haven
Saw Blades		J H Sessions & Son	Bristol	141 Brewery St	New Haven
Capewell Mfg Co The (Hack Saw, Band Saw)	Hartford	Patent Button Co The	Waterbury	Parker Stamp Works Inc The (steel)	Hartford
Saws, Band, Metal Cutting		Plume & Atwood Mfg Co The	Waterbury	Stampings	
Atlantic Saw Mfg Co	New Haven	Shipment Sealers		Donahue Mfg Co Inc	Watertown
		Better Packages Inc	Shelton	DooVal Tool & Mfg Inc The	Naugatuck
				Han-Dee Spring and Manufacturing Co The (small)	Hartford
				Plume & Atwood Mfg Co The (small)	Waterbury
				Stampings—Small	
				Foursome Manufacturing Company	Bristol
				Greist Manufacturing Co The	New Haven
				L C White Company The	Waterbury (Advt.)

IT'S MADE IN CONNECTICUT

Stampings—Small (Continued)		Thread (Continued)		Uniform Buttons	
Master Engineering Company	West Cheshire	Gardner Hall Jr Co The (cotton sewing)	South Willington	Waterbury Companies Inc	Waterbury
Rogers Corporation (Fibre Cellulose Paper)	Manchester	Max Pollack & Co Inc Groton and Willimantic	Mystic	Union Pipe Fittings	Plainville
Wallace Barnes Co The Div Associated Spring Corp	Bristol	Wm Johl Manufacturing Co		Corley Co Inc The (300# AAR)	Plainville
Stationery Specialties		Thread Rolling Machinery		Upholstering Fabrics—Woolen & Worsted	
American Brass Company The	Waterbury	Hartford Special Machinery Co The	Hartford	Broad Brook Company (automobile, airplane, railroad)	Broad Brook
Waterbury Companies Inc	Waterbury	Threading Machines		Vacuum Bottles and Containers	
Steel		Grant Mfg & Machine Co The (double and automatic)	Bridgeport	American Thermos Bottle Co	Norwich
Stanley Works The (hot and cold rolled strip)	New Britain	Time Recorders		Vacuum Cleaners	
Steel Castings		Stromberg Time Corp	Thomaston	Electrolux Corporation	Old Greenwich
Farrel-Birmingham Company Inc	Ansonia	Timers, Interval		Spencer Turbine Co The	Hartford
Hartford Electric Steel Co The (carbon and alloy steel)	540 Flatbush Ave Hartford	A W Haydon Co The	Waterbury	Valves	
Malleable Iron Fittings Co	Branford	H C Thompson Clock Co The	Bristol	Norwalk Valve Company (sensitive check valves)	South Norwalk
Nutmeg Crucible Steel Co	Branford	R W Cramer Company Inc The	Centerbrook	W S Rockwell Company (Industrial)	Fairfield
Steel—Cold Rolled Spring		Rhodes Inc M H	Hartford	Valve Discs	
Wallace Barnes Co The Div Associated Spring Corp	Bristol	Timing Devices		Colt's Manufacturing Company	Hartford
Steel—Cold Rolled Stainless		A W Haydon Co The	Waterbury	Valves—Automatic Air	
Wallingford Steel Company	Wallingford	R W Cramer Company Inc The	Centerbrook	Beaton & Cadwell Mfg Co	New Britain
Steel—Cold Rolled Strip and Sheets		Lux Clock Manufacturing Company	Waterbury	Valves—Automobile Tire	
American Steel & Wire Company	New Haven	Rhodes Inc M H	Hartford	Bridgeport Brass Company	Bridgeport
Detroit Steel Corporation	New Haven	Seth Thomas Clocks	Thomaston	Valves—Radiator Air	
Wallingford Steel Company	Wallingford	United States Time Corporation The	Waterbury	Bridgeport Brass Company	Bridgeport
Steel Goods		Timing Devices & Time Switches		Valves—Relief & Control	
Merriam Mfg Co (sheets products to order)	Durham	A W Haydon Co The	Waterbury	Beaton & Cadwell Mfg Co	New Britain
Steel Rolling Rules		Lux Clock Manufacturing Company	Waterbury	Valves—Safety & Relief	
Waterbury Lock & Specialty Co The	Millford	M H Rhodes Inc	Hartford	Manning Maxwell & Moore Inc	Bridgeport
Steel Strapping		Tinning		Vanity Boxes	
Stanley Works The	New Britain	Thinsheet Metals Co The (non-ferrous metals in rolls)	Waterbury	Bridgeport Metal Goods Mfg Co	Bridgeport
W T Barnum & Co Inc	New Haven	Wilcox Crittenden & Co Inc	Middletown	Varnishes	
Stereotypes		Tools		Staminite Corp The	New Haven
Stop Clocks, Electric	Bristol	Hoggson & Pettis Mfg Co The (rubber workers)	141 Brewery St New Haven	Velvets	
Straps, Leather		O K Tool Co Inc The (inserted tooth metal cutting)	33 Hull St Shelton	American Velvet Co (owned and operated by A Wimpheimer & Bro Inc)	Stonington
Auburn Manufacturing Company The (textile, industrial, skate, carriage)	Middletown	Tool Chests		Leiss Velvet Mfg Co Inc The	Willimantic
Studio Couches		Vanderman Manufacturing Co The	Willimantic	Velvet Textile Corporation The (velveteen)	West Haven
Waterbury Mattress Co	Waterbury	Tools & Dies		Venetian Blinds	
Mullite Refractories Co The	Shelton	Moore Special Tool Co	Bridgeport	Findell Manufacturing Company	Manchester
Surface Metal Raceways & Fittings		Swan Tool & Machine Co The	Hartford	Ventilating Systems	
Wiremold Company The	Hartford	Tools, Dies & Fixtures		Colonial Blower Company	Plainville
Surgical Dressings		Fonda Gage Company (also jigs)	Stamford	Vibrators—Pneumatic	
Acme Cotton Products Co Inc	East Killingly	Greist Mfg Co The	New Haven	New Haven Vibrator Company (industrial)	New Haven
Seamless Rubber Company The	New Haven	Tools, Hand & Mechanical		Vises	
Surgical Rubber Goods		Bridgeport Hardware Mfg Corp The (screw drivers, nail pullers, box tools, wrenches, auto tools, forgings & specialties)	Bridgeport	Charles Parker Co The	Meriden
Seamless Rubber Company The	New Haven	Toys		Fenn Manufacturing Company The (Quick-Action Vices)	Hartford
Switches—Electric		A C Gilbert Company	New Haven	Vanderman Manufacturing Co The (Combination Bench Pipe)	Willimantic
General Electric Company	Bridgeport	Geo S Scott Mfg Co The	Wallingford	Waffle Irons—Electric	
Swaging Machinery		Gong Bell Co The	East Hampton	General Electric Company	Bridgeport
Hartford Special Machinery Co The	Hartford	N N Hill Brass Co The	East Hampton	Washers	
Switchboards		Waterbury Companies Inc	Waterbury	American Felt Co (felt)	Glenville
Plainville Electrical Products Company	Plainville	Toys and Novelties		Auburn Manufacturing Company The (all materials)	Middletown
Switchboards Wire and Cables		Waterbury Companies Inc	Waterbury	Blake & Johnson The (brass, copper & non-ferrous)	Waterville
Rockbestos Products Corp (asbestos insulated)	New Haven	Tramways		Clark Brothers Bolt Co	Middletown
Synchronous Motors		American Steel & Wire Company	New Haven	J H Sessions & Son	Bristol
R W Cramer Company Inc The	Centerbrook	Trucks—Commercial		Plume & Atwood Mfg Co The (brass & copper)	Waterbury
Tanks		Metropolitan Body Company (International Harvester truck chassis and "Metro" bodies)	Bridgeport	Washers—Felt	
Bigelow Company The (steel)	New Haven	Trucks—Industrial		Raybestos Div of Raybestos-Manhattan Inc The (clutch washers)	Bridgeport
Storts Welding Company (steel and alloy)	Meriden	George P Clark Co	Windsor Locks	J H Rosenbeck Inc	Torrington
Tape		Trucks—Lift		Saling Manufacturing Company (made to order)	
Russell Mfg Co The	Middletown	Excelsior Hardware Co The	Stamford	Sessions Foundry Co The (cast iron)	Bristol
Tap Extractors		George P Clark Co	Windsor Locks	Washers—Felt	
Walton Company The	West Hartford	Trucks—Skid Platforms		Chas W House & Sons Inc (Mills & Cutting Plant)	Unionville
Taps, Collapsing		Excelsior Hardware Co The (lift)	Stamford	Washing Machines—Electric	
Geometric Tool Co The	New Haven	Tube Bending		General Electric Company	Bridgeport
Tarred Lines		Donahue Mfg Co Inc	Watertown	Watches	
Brownell & Co Inc	Moodus	Tube Clips		E Ingraham Co The	Bristol
Telemetering Instruments		H C Cook Co The (for collapsible tubes)	Ansonia	New Haven Clock and Watch Co The (pocket & wrist)	New Haven
Bristol Co The	Waterbury	Weimann Bros Mfg Co The (for collapsible tubes)	Derby	United States Time Corporation The	
Television Receivers		Tube Fittings		Water Heaters	
General Electric Company	Bridgeport	Scovill Mfg Co ("Uniflare")	Waterbury	Whitlock Manufacturing Co The (instantaneous & storage)	Hartford
Testers—Non-Destructive		Tubing		Water Heaters—Electric	
Sperry Products Inc	Danbury	American Brass Co The (brass and copper)	Waterbury	Bauer & Company Inc	Hartford
Textile Machinery		Bridgeport Brass Company (brass and copper)	Bridgeport	Waterproof Dressings for Leather	
Marrow Machine Co The	2814 Laurel St Hartford	G & O Manufacturing Co (finned)	New Haven	Viscol Company The	Stamford
Textile Mill Supplies		Scovill Manufacturing Company (Brass and Copper)	Waterbury 91	Wedges	
Ernst Bischoff Company Inc	Ivoryton	Tubing—Heat Exchanger		Saling Manufacturing Company (hammer & axe)	Unionville
Textile Processors		American Brass Company The	Waterbury	Welding	
American Dyeing Corporation (rayon, acetate)	Rockville	Scovill Manufacturing Company	Waterbury 91	Farrel-Birmingham Company Inc	Ansonia
Aspinook Corp The (cotton)	Jewett City	Typewriters		G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals)	New Haven
Thermometers		Royal Typewriter Co Inc	Hartford	Industrial Welding Company (Equipment Manufacturers—Steel Fabricators)	
Bristol Co The (recording and automatic control)	Waterbury	Underwood Corporation	Hartford	Porupine Company The	Bridgeport
Manning Maxwell & Moore Inc	Bridgeport	Typewriters—Portable		Welding—Lead	
Thermostats		Underwood Corporation	Hartford	Storts Welding Company (tanks and fabrication)	Meriden
Bridgeport Thermostat Company Inc (automatic)	Bridgeport	Typewriter Ribbons and Supplies		Welding Rods	
Thin Gauge Metals		Underwood Corporation	Hartford and Bridgeport	American Brass Company The	Waterbury
Plume & Atwood Mfg Co The	Thomaston	Underclearer Rolls		Bristol Brass Co The (brass & bronze)	Bristol
Thinsheet Metals Co The (plain or tinned in rolls)	Waterbury	Sonoco Products Co (Climax-Lowell Div)	Mystic	Wheels—Industrial	
Thread		Underclearer Rolls		George P Clark Co	Windsor Locks
American Thread Co The	Willimantic	Underclearer Rolls		(Advt.)	
Belding Heminway Corticelli	Putnam	Underclearer Rolls			

It's Made in Connecticut

(Continued from page 43)

Wicks
Auburn Manufacturing Company The (felt, asbestos) Middletown
Raybestos Div of Raybestos-Manhattan Inc The (oil burner wicks) Bridgeport
Russell Mfg Co The Middletown

Window & Door Guards
Hartford Wire Works Co The Hartford

Wire
American Brass Company The Waterbury
Atlantic Wire Co The (steel) New Haven
Bartlett Hair Spring Wire Co The (hair spring) Branford
Bridgeport Brass Company (brass and silicon bronze) North Haven
Bristol Brass Corp The (brass & bronze) Bridgeport
Bristol Wire Co The (steel) Bristol
Hudson Wire Co Winsted Div (insulated & enameled magnet) Shelton
Platt Bros & Co The (zinc wire) Winsted
P O Box 1030 Waterbury
Plume & Atwood Mfg Co The (brass, bronze, nickel, silver) Thomaston
Scovill Manufacturing Company (Brass, Bronze and Nickel Silver) Waterbury 91

Wire Arches & Trellises
Hartford Wire Works Co The Hartford
John P Smith Co The New Haven
423-33 Chapel St

Wire Baskets
Rolock Inc (Industrial—for acid, heat, degreasing) Fairfield
Wiretex Mfg Co Inc (Industrial, for acid, heat treating and degreasing) Bridgeport

Wire Cable
Bevin-Wilcox Line Co The (braided) East Hampton

Wire Cloth
Hartford Wire Works Co The Hartford
C O Jelliff Mfg Co The (all metal, all meshes) Southport
Pequot Wire Cloth Co Inc Norwalk
Rolock Incorporated Fairfield
Smith Co The John P New Haven

Wire Drawing Dies
Waterbury Wire Die Co The Waterbury

Wire Dipping Baskets
Hartford Wire Works Co The Hartford
John P Smith Co The New Haven
423-33 Chapel St

Wire Formings
Autoyre Co The Oakville
G E Prentice Mfg Co The Kensington
Master Engineering Company West Cheshire
North & Judd Manufacturing Co New Britain
Verplex Company The Essex

Wire Forms
Colonial Spring Corporation The Hartford
Connecticut Spring Corporation The Hartford
Foursome Manufacturing Company Bristol
Humason Mfg Co The Forestville
New England Spring Mfg Co Unionville
Wallace Barnes Co The Div Associated Spring Corp Bristol

Wire Goods
American Buckle Co The (overall trimmings) West Haven
Patent Button Co The Waterbury
Scovill Manufacturing Company (To Order) Waterbury 91

Wire Partitions
Hartford Wire Works Co The Hartford
John P Smith Co The New Haven
423-33 Chapel St

Wire Products
Clairglow Mfg Company Portland
Plume & Atwood Mfg Co The (to order) Waterbury

Wire Reels
A H Nilson Mach Co The Bridgeport

Wire Rings
American Buckle Co The (handles and tinners' trimmings) West Haven

Wire Rope and Strand
American Steel & Wire Company New Haven

Wire Shapes
Bridgeport Chain & Mfg Co Bridgeport

Wire—Specialties
Andrew B Hendryx Co The New Haven

Wires and Cable
General Electric Company (for central stations, industrial and mining) Bridgeport
Rockbestos Products Corporation (asbestos insulated) New Haven

Wires—Building
General Electric Company Bridgeport

Wires—Telephone
General Electric Company Bridgeport

Wood Handles
Salisbury Cutlery Handle Co The (for cutlery & small tools) Salisbury

Wood Scrapers
Fletcher-Terry Co The Forestville

Woodwork
C H Dresser & Sons Inc (Mfg all kinds of woodwork) Hartford
Hartford Builders Finish Co Hartford

Woven Awning Stripes
Falls Company The Norwich

Woven Felts—Wool
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Yarns
Hartford Spinning Incorporated (Woolen, knitting and weaving yarns) Unionville
Aldon Spinning Mills Corporation The (fine-woolen and specialty) Talcottville
Ensign-Bickford Co The (jute carpet) Simsbury

Zinc
Platt Bros & Co The (ribbon, strip and wire) Waterbury
P O Box 1030

Zinc Castings
Newton-New Haven Co Inc 688 Third Ave West Haven

Service Section

CONNECTICUT EXECUTIVE who has had 13 years' experience in operating production, accounting, management and all other divisions of a small industrial establishment, is now available to accept a position as general manager or assistant, or as an assistant to an executive in another Connecticut plant. Further details and interview may be arranged by writing to box number PW-1490.

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The Forward March of Pratt & Whitney Aircraft

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turning to it, the river temperature will be increased approximately one degree. In addition to these main pieces of equipment, we have heaters that can heat the compressed air to 1,800°F. for turbine testing, and coolers that can cool the same air if we want to, to —70°F. so that we can completely simulate conditions existing in the atmosphere at 40,000 feet altitude.

Thus, it is clear that Pratt & Whitney Aircraft is now in the midst of an extremely important phase of its history. For just as the basic engineering precepts and design philosophy that were developed around the original Wasp have been the basis for 25 years of successful operations in the piston engine field, the similar effort now being devoted to Pratt & Whitney Aircraft's gas turbine developments will probably be the key factor in determining the success of its operations in this new field during the next two decades.

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